



## Team Leader, Marketing Solutions – Japan (Hybrid)

AIを活用したロイヤルティおよび特典プラットフォーム

### Job Information

#### Hiring Company

[Pulse Global Limited \(Pulse iD\)](#)

#### Job ID

1521214

#### Industry

Retail

#### Company Type

International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

8 million yen ~ 12 million yen

#### Refreshed

March 7th, 2025 13:01

### General Requirements

#### Minimum Experience Level

Over 3 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### About Pulse iD

Pulse iD is a fintech company with a strong Asia Pacific presence and recent expansion into the Middle East and Africa. We deliver next-gen loyalty and engagement solutions using **AI-powered hyper-personalization, gamification**, and a **card-linked offers platform**. Our ecosystem connects Financial Institutions, Telcos, and Merchants, enabling them to create impactful customer engagement solutions and achieve sustained business growth.

#### About the Role:

Pulse iD is seeking a dynamic and driven **Team Leader** to spearhead our marketing solutions sales efforts in Japan. This

hybrid role combines **direct sales responsibilities** with **team leadership**, making it ideal for a seasoned professional who thrives in a fast-paced, high-growth environment.

The ideal candidate will have a deep understanding of the Japanese market, exceptional sales acumen, and proven leadership skills. You'll be engaging with **cafes, restaurants, retail stores, gyms, and fashion businesses**, offering them tailored marketing solutions that drive business growth.

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### Key Responsibilities:

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#### 1. Team Leadership

- Recruit, hire, and onboard a high-performing local sales team.
- Provide ongoing training, coaching, and mentorship to develop team members' skills.
- Set clear performance goals, track progress, and foster accountability.
- Build and nurture a collaborative, results-driven team culture.
- Act as a bridge between the local team and global leadership to ensure alignment on strategies and objectives.

#### 2. Sales Management & Execution

- Actively prospect, pitch, and close deals with target clients in **cafes, restaurants, retail, gyms, and fashion sectors**.
- Develop and implement data-driven sales strategies to meet and exceed revenue targets.
- Deliver compelling sales presentations and product demonstrations tailored to client needs.
- Negotiate contracts, close deals, and ensure seamless onboarding for new clients.
- Regularly manage and update the sales pipeline using CRM tools to ensure accurate forecasting.

#### 3. Client Relationship Management

- Build and maintain strong, long-term relationships with clients to ensure satisfaction and loyalty.
- Understand clients' business needs and provide tailored marketing solutions that drive measurable results.
- Act as the primary point of contact for client inquiries, resolving issues promptly and professionally.

#### 4. Market Analysis

- Stay up-to-date on industry trends, competitive landscape, and emerging opportunities in Japan.
- Conduct market research to identify potential clients and refine marketing strategies.
- Provide market insights and feedback to global leadership to continuously improve offerings.

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### Required Skills

#### What You'll Bring:

##### Experience & Knowledge

- 3+ years of experience in sales, particularly in marketing solutions or similar industries.
- Strong experience partnering with small businesses across **cafes, restaurants, retail, gyms, fashion, etc.**
- Proven track record of achieving or exceeding targets in Japan.
- Deep understanding of the Japanese market, culture, and business landscape.

##### Skills & Attributes

- Fluent in **Japanese & English** (written and spoken).
- Exceptional communication, presentation, and negotiation skills.
- Ability to inspire and lead teams to achieve business objectives.
- High level of adaptability and problem-solving skills in a fast-paced environment.

##### Mindset

- A results-oriented, entrepreneurial spirit with a hands-on approach.
- Passionate about building client relationships and delivering value-driven solutions.

##### Why Join Us?

- **Impactful Role:** Lead Pulse iD's growth in one of the most dynamic markets globally.
- **Career Development:** Be part of a fast-growing fintech company with ample opportunities for career progression.
- **Competitive Benefits:** Attractive salary, performance-based incentives, and flexible work arrangements.
- **Dynamic Environment:** Work alongside a talented, supportive global team dedicated to innovation and excellence.

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### Company Description