



PR/086909 | Inside Sales(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1523301

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

April 8th, 2025 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A Japanese independent IT company that provides software products and solutions, with a particular strength in development support tools.

Their goal is to help companies and users succeed based on their philosophy of "Helping the world."

They provide a variety of solutions to improve digital operations in a wide range of industries and occupations by proactively incorporating no-code and low-code technologies that enable system construction without IT expertise and software development support tools that have sold a cumulative total of 1.2 million licenses. They also have more than 30 years of experience in providing business systems that support school management, which have been introduced in more than 3,600 private schools nationwide, and business systems for nursery schools and other social welfare facilities.

JOB RESPONSIBILITIES

Inside Sales position to help expand sales of the company's component products based on the Java script .NET

development language, you will not only be responsible for up-selling and cross-selling to our 400 existing customers in Europe, but you will also be actively involved in invoicing and marketing activities.

Points of Attraction

Vision for Germany

-The company's vision is to be of service to the world. They mission is to strengthen marketing, sales, support, planning and development for the further development of Europe and its developers, where DX is making remarkable progress.

-As a second founding member in Europe, you will join our team during the period of corporate transformation, when we will incorporate the company in the next fiscal year.

-As a start-up company, you will have the opportunity to use your experience in a wide range of areas.

-You will be able to work in a global environment, collaborating with team members in Japan, the U.S., and other countries. (English is the main language used in the company, but Japanese is also acceptable.)

JOB REQUIREMENTS

•COMPETENCY ("Must") *Must meet all of the following requirements

-At least 3 years of inside sales experience in business application software or SaaS software for enterprises (5-15 years preferred)

-Business level English / German (either required)

-Ability to read and understand internal documents and materials written in English or German. Experience in providing support to users, etc.

-Ability to work independently and not just in an inside sales role

-A strong interest in up-selling, cross-selling, customer success, marketing, etc.

BENEFITS

- Paid vacation 30 days

- Working hours: 40 hours/week

※During the start-up period, employees are required to come to work, but after stabilization, hybrid work can be considered.

- Working hours: 8:00-17:00

※Flexible depending on the availability of tasks.

- Full-time employment

- Bonus paid

- Flex Time system

- Transportation expenses not included

- Location: Düsseldorf

Apply online or feel free to contact me directly for more information about this opportunity.

#LI-JACDE

Company Description