



## PR/117855 | Manager of Sales & Sustainability Consulting

### Job Information

**Recruiter**[JAC Recruitment UK](#)**Job ID**

1523413

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**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 and Job Overview**

A company providing a cloud platform to visualize CO2 emissions.

**Job Responsibilities**

As Manager of Sales & Sustainability Consulting, you will play a pivotal role in driving business expansion across Europe. Your responsibilities will include:

- **Sales activities across Europe:** Developing sales strategies, conducting field sales primarily targeting enterprise companies, managing partner sales, preparing related documentation, and collaborating with the Japan headquarters.
- **Customer Success & Consulting Support:** Assisting with customer success initiatives and supporting the delivery of consulting services.
- **European Business Operations:** Engaging in various tasks related to the establishment and expansion of the European business, such as conducting market research, building organizational structures and frameworks, and

sourcing M&A opportunities.

### Career Path Opportunities

- **Regional Director for Europe:** Oversee European operations, manage local team members, and drive the expansion of the business (potential for expansion into EMEA).
- **VP of Sales:** Become a sales specialist and take on responsibility for revenue in the region.
- **M&A Leadership:** Take on hands-on roles in sales post-merger integration (PMI) and engage in the management of subsidiary operations.

### Job Requirements

- Proven experience in sales to enterprise companies in Europe, with a consistent track record of securing deals.
- Background in sustainability/ESG consulting or experience contributing to sustainability initiatives from a corporate perspective.
  - Preferred: Hands-on experience with CSRD disclosures.
- Leadership and team management experience.
- Demonstrated ability to stay committed and achieve goals even in challenging situations.
- Proficiency in creating documents and presentations using Microsoft Office or Google Workspace.

### Additional Details

Candidates must be willing to work in office 4–5 days per week.

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