

「プロだからわかる、あなたのスキルが活躍の場所」  
60以上の業界・職種に特化した専門チームがサポート

Robert—  
—Walters

【英語を活かす】 インサイドセールス/ Inside Sales

グローバル警備会社にて、インサイドセールスの求人がございます。

## Job Information

### Recruiter

Robert Walters Japan (ロバート・ウォルターズ)

### Hiring Company

グローバル警備会社

### Job ID

1525353

### Industry

Electronics, Semiconductor

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

6 million yen ~ 7 million yen

### Work Hours

お問い合わせください

### Holidays

完全週休2日制, 土日祝日休み, 有給休暇

### Refreshed

March 10th, 2025 15:19

## General Requirements

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

A global security solutions company is looking for an Inside Sales professional. The selected candidate will interact with existing customers to drive sales, upsell products, and enhance customer satisfaction through proactive selling techniques.

A leading global distributor of network and security solutions, electrical and electronic supplies, and industrial automation, the company empowers businesses with innovative supply chain services and technical expertise. With a strong presence in Japan, it delivers tailored solutions that enhance efficiency and connectivity across various industries.

### Keywords:

販売管理, 顧客対応, 見積作成, 受注管理, 求人, 外資系

Job Ref: LLZVJI

**Responsibilities:**

- Obtain orders via phone and email, process requests, and provide delivery updates
- Upsell related products by analysing customer buying history and explaining features
- Qualify and develop sales opportunities from marketing, outside sales, and national accounts
- Identify and implement process improvements for efficiency
- Prepare and follow up on quotations to secure orders and analyse lost sales
- Monitor open customer orders and expedite at-risk items to meet delivery commitments

**Requirements:**

- High school degree or above
- 2-4 years of experience in sales or sales administration
- Proficient in MS Office Suite with basic computer skills
- Ability to prospect and market to new and existing accounts
- Professional level Japanese and English

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**Company Description**

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.