



SPACE TECH 【International Sales Manager】

募集職種

人材紹介会社

株式会社SPOTTED

採用企業名

International SPACE TECH Company Expanding Globally

求人ID

1496949

業種

インターネット・Webサービス

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

日本

給与

600万円 ~ 850万円

ボーナス

給与：ボーナス込み

休日・休暇

Open!

更新日

2024年12月12日 02:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢 (英語使用比率: 50%程度)

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Our client is a fast growing IT company in the space tech industry. Headquartered in Japan, they have already opened offices in the US and Europe, and are now seeking a dedicated Sales Specialist to focus on identifying and acquiring satellite operators and ground station owners overseas. In this individual contributor role, you will collaborate with the product team

and technical program managers to support and retain our existing partners.

Responsibilities:

- Autonomously onboard satellite operators and ground station owners to our platform using diverse sales strategies (direct sales, consulting, etc.) in target locations like Australia and India.
- Manage relationships with both existing and new customers, aiming to minimize churn and identify upselling opportunities for new products and services.
- Collaborate closely with the Product Development Team to share insights on customer needs and expectations for targeted segments.
- Develop and maintain strategic partnerships and collaborations with key industry players.

スキル・資格**Minimum Requirements:**

- 3-4 years of experience in solution sales, particularly in negotiations, product implementation support, and client onboarding.
- Basic understanding of internet and cloud-based technologies. A technical background is a great plus.
- Excellent communication skills, adaptable to both technical and non-technical teams at all organizational levels.
- Experience working effectively in a remote environment.
- Fluency in English for client-communications
- Business-level proficiency
- A strong interest in the space industry.

Preferred Requirements:

- Experience in the space industry, particularly in a sales or business development role.
- Familiarity with government agencies, such as the Ministry of Defense.

Location: Remote

Type: Full-Time

We welcome applications from candidates passionate about the space industry and eager to contribute to innovative partnerships in satellite operations.

会社説明