



GLBB Japan

Corporate Sales (Tokyo/Superflex)

募集職種

採用企業名

株式会社GLBBジャパン

求人ID

1501337

業種

通信・キャリア

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

東京都 23区, 港区

最寄駅

千代田線、 乃木坂駅

給与

450万円 ~ 700万円

勤務時間

9:00 - 18:00 フルフレックスタイム制 週2日リモートワーク可能

休日・休暇

完全週休2日制 (土・日・祝)

更新日

2024年11月21日 01:00

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

ビジネス会話レベル

日本語レベル

流暢

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

【About GLBB Japan】

GLBB Japan is an ISP provider offering a wide range of network connection services to businesses both domestically and internationally. With the mission "Our Mission :: To Connect," we strive to create a better network environment for both companies and individuals. We are currently seeking candidates for a corporate sales position to meet our customers' needs and challenges to the "maximum" extent. If you have a passion for new technologies and a customer-first mentality, let's

grow together at GLBB Japan.

【Job Overview】

You will be responsible for proposing internet communication services to overseas corporations, individuals, and apartment management companies based in Japan.

Customer Engagement:

- Setting up meetings and conducting needs assessments (no cold calling or aggressive telemarketing)
- Creating proposal materials
- Making proposals (in collaboration with senior staff and engineers)
- Preparing estimates and invoices
- Finalizing contracts
- Following up with existing customers

Response to failure:

- Identifying issues and coordinating with customer success teams

【Desired Candidate Profile】

- Proactive and engaged in work, rather than passive
- Highly motivated and positive towards growth
- Willing to adapt to technological advancements and eager to continue learning
- Customer-first approach in work
- Aspiring to become a professional network engineer

【Expected Salary】

4.5 million to 7 million yen

Bonuses: Twice a year (summer and winter)

*Note: No basic payment in the first year; bonuses are based on company performance and individual achievements. The salary is a guideline and may vary based on the selection process.

【Holidays】

- Year-end and New Year holidays
- Summer vacation (3 days)
- Christmas holiday (December 25)
- Special leave (bereavement, maternity/paternity leave, etc., as specified in company regulations)

【Benefits】

- Remote work available (twice a week)
- Support for childbirth and childcare
- Bereavement and disaster relief funds
- Access to online training "Smart Boarding"
- Benefit Station membership
- Free use of GLBB's internet services (with regulations)
- Qualification acquisition support (employees who pass specified qualifications or maintain scores will receive a qualification allowance)

スキル・資格

Application Requirements

- At least 3 years of practical experience in corporate sales
- Experience in the IT industry (particularly in networking)
- Experience in the ISP industry
- Individuals looking to transition from engineering to sales

If you meet any of the above criteria, we encourage you to apply.

Preferred Qualifications

- Knowledge of networking-related certifications such as CCNA, CCNP, JNCIA, JNCIS
- Interest and enthusiasm for networking and new technologies

会社説明