



PR/086794 | Inside Sales(m/f/d)

募集職種

人材紹介会社

ジェイエイシーリクルートメントドイツ

求人ID

1507611

業種

ITコンサルティング

雇用形態

正社員

勤務地

ドイツ

給与

経験考慮の上、応相談

更新日

2024年12月03日 10:31

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

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

日本での就労許可は必要ありません

募集要項

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. Their 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

会社説明