



【日本橋勤務】 Cloud Service Sales ◆業界未経験者歓迎◆コミュニケーション・プレゼンスキルを活かせる [👍 独占求人](#)

コミュニケーションスキルに自信のある方にピッタリ！OJT研修で基礎から学べる環境

## 募集職種

### 採用企業名

[アイネオ株式会社](#)

### 求人ID

1514824

### 部署名

CIRCLE クラウドコミュニケーション・チーム

### 業種

ソフトウェア

### 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 多数

### 雇用形態

正社員

### 勤務地

東京都 23区

### 給与

400万円 ~ 600万円

### ボーナス

給与：ボーナス込み

### 歩合給

給与：歩合給込み

### 勤務時間

9:00~18:00(フレックスあり)

### 休日・休暇

Saturday, Sunday, Japanese National Holidays

### 更新日

2025年02月17日 10:00

## 応募必要条件

### 職務経験

1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

ネイティブ

### 最終学歴

大学卒：学士号

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## 現在のビザ

日本での就労許可が必要です

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## 募集要項

テクノロジーが好きなお方、次世代クラウドに興味がある方は是非AINEOネットワークスへ！充実したオフィス設備、エネルギーギッシュで楽しい職場、優秀で明るいメンバーが揃っています。

If you love technology and are interested in next-generation cloud, we would love to welcome you to AINEO Networks! We have excellent office facilities, an energetic and fun workplace, and a talented and bright team.

### 【こんな方にピッタリ！】

**This position is highly recommended for those who..**

- ・ Want to learn and acquire new skills
- ・ Are outgoing and enjoys communicating with people from diverse background
- ・ Are eager to challenge themselves alongside team members to achieve goals together!

### Job Description

At AINEO, we support our partner companies in solving business and technical challenges. We help improve communication and sometimes contribute to securing new business opportunities. The Solution Sales sells AINEO solutions to existing and new partner companies. You will introduce our flagship communication services to businesses. The specific responsibilities are as follows:

- Identifying needs through meetings with partners, and after considering AINEO's internal resources, proposing the most desirable solutions for both parties.
- Developing new partners and maintaining relationships with existing ones.
- Achieving subscriber acquisition and sales targets for CIRCLE.
- Building long-term and strategic relationships with partners and accounts.

### About AINEO

Our main product is CIRCLE Cloud Communications, a cloud-based communication and communication service for businesses. It is easily accessible from various devices (smartphones, PCs, tablets, laptops), allowing easy communication for busy business people on the go and users working at different locations. As a result, it is adopted by many companies and organizations. CIRCLE has a diverse technology portfolio, including network, cloud, M2M, security, professional services, and mobility solutions.

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## スキル・資格

### 必須要件：

- Bachelor's degree or higher (preferably with a major in information science or a related field), or an equivalent degree.
- 1-2 years of sales or customer service experience with products, services, or solutions.
- Fluent in Japanese (appropriate reading, writing, and conversational skills for business settings).
- Excellent communication skills.
- Positive thinking that energizes those around you.
- Presentation skills and problem-solving ability (ability to solve partner client issues).
- Highly motivated, able to work independently without supervision, and capable of demonstrating leadership when needed.
- Outgoing, bright, quick-witted, and adaptable.
- Willingness to work as part of a team.

### ITスキル

- Windows or Apple OSX.
- Ability to use iOS internal communication apps.
- Proficiency in Word, Excel, PowerPoint, Keynote.

### 歓迎条件

- Industry experience in cloud services, cloud communication, conferencing systems, etc.
- Experience with CRM systems is a plus (Salesforce, MS Dynamics, ZohoCRM, or similar sales management systems).

### 給与

4 million to 6 million yen

※Negotiable based on experience

- ・ Incentives: 4 times per year with no upper limit
- ・ Bonuses : 1~2times a year (depending on the job), awarded based on performance and contributions to team goals.

### その他:

- Work location: Tokyo. You will be working with partners in Tokyo, Osaka, Hiroshima, Nagoya, Sapporo, Fukuoka, and Sendai.
  - The workplace is entirely smoke-free (due to the smell of tobacco and its adverse effects on health). AINEO aims to maintain a happy and healthy workplace.
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## 会社説明