



JOB CODE: GSJ-O-210131-064

Inside Sales Japan

産業用デジタルカメラ分野のリーディングカンパニーである欧州企業が、インサイドセールスを募集しています。

The company is a global leading manufacturer of digital industrial cameras. They serve with their high-quality products "made in Germany" and extensive service package the machine and instrument producing industry, as well as the plant construction. The owner-operated, independent German family company has these days subsidiaries in the USA and Japan, Korea and UK plus offices in different European countries. With their professional sales partners in almost every country in the world they are working on the purposeful and sustained extension of the company.

The company is looking for an experienced individual to support their business in Japan.

TASKS:

1. Make cold calls to potential customers for new lead/opportunity.
2. Develop good relationship with customers to expand the business in Japan.
3. Handle quotation, order processing and document management like invoice, expense report and so on. Control and schedule importing/exporting our products.
4. Manage office supplies.
5. Work with other internal teams to optimize sales activity efficiencies.
6. Work closely with regional and global teams to share and implement best practices.

REQUIREMENTS:

1. Experience in developing prospects (including cold calls)
2. Japanese and English language ability (business level and above).
3. Word, Excel, PowerPoint
4. Self-starter who is comfortable working independently and in a team environment
5. Enthusiasm for inside sales operations
6. Advanced both non-face-to-face and face-to-face communication skills
7. A mindset that allows you to work positively and passionately toward your goals Time management, ability to organize things.
8. Experience with CRM and ERP is a plus
9. Success stories as inside sales is a plus.
10. Experience of lead qualification is a plus.

OUR OFFER:

Become part of a highly successful mid-sized company. We offer you an interesting and challenging role that also rewards success, as well as a pleasant working environment in a highly motivated team with open and direct communications.

Job No: GSJ-O-210131-064
Employment type: Full-time
Position: Inside Sales Japan
Location: Tokyo
Remuneration: JPY 5 - 6 m

[APPLY HERE](#)

G&S JAPAN KK

The Plaza F Bldg, 801
5-35-15 Narita-Higashi
Suginami-ku, Tokyo 166-0015
Japan

T: +81 (0)3 6323 6975

E: info@gs-japan.jp