

# Sales and Marketing Representative – JAPAN

As part of our pioneering team in Japan, you will be instrumental in bridging the gap between our innovative products and the unique needs of the Japanese market. If you have a passion for technology, a dedication to client satisfaction, and a drive to build a successful sales territory, we invite you to apply and become an integral part of our story in Japan.

## Position Overview

The Sales and Marketing Representative will be a key member of the new Japan team, responsible for re-launching our brand and driving initial sales. This role is a unique blend of pre-sales, marketing, and client relations. You will work independently and collaboratively to find the right product-market fit, generate leads, build strong client relationships, and close deals. You will use your knowledge of the local culture to translate our global strengths into a compelling local value proposition.

## Responsibilities

- **Market Development & Lead Generation:** Proactively generate, qualify, and nurture sales leads by working closely with the broader Japan Marketing strategy.
- **Sales Execution:** Manage the full sales cycle, from initial contact and product demonstration to negotiation and closing deals to meet sales targets.
- **Product Expertise:** Develop a deep understanding of OpenLM's product suite, pricing, and value proposition to effectively communicate benefits to potential clients.
- **Client Relationship Management:** Collaborate with clients to understand their specific requirements, build strong, long-lasting relationships, and ensure their needs are met.
- **Marketing & Localization:** Assist in adapting marketing messages and creating localized sales materials that resonate with the Japanese market and culture.
- **Client Onboarding & Support:** Act as a primary point of contact for new clients. Support the technical team with software implementation and conduct training sessions to ensure clients can use the software effectively.
- **Market Feedback:** Collect and analyze client feedback, market trends, and competitor activity to help recommend adjustments to product, pricing, and marketing strategies.
- **Collaboration:** Work closely with international marketing, engineering, and support teams to resolve technical issues and ensure a seamless client experience.

## Desired Candidate Profile

- **Experience:** 0–2 years of experience in technical sales or business development, preferably in the **automotive, engineering, or manufacturing sectors** with **enterprise customers**.
- **Industry Knowledge** (*Preferred but not required*):
  - Familiarity with **engineering software, CAD/CAM tools**, or related technical platforms.
  - Understanding of **IT asset management** and software license optimization is a plus.
- **Language Skills:**
  - **Native-level proficiency in Japanese (both written and spoken) is required.**
  - Working knowledge of **English** is **preferred**, but not required.
- **Skills & Attributes:**
  - Strong interpersonal and communication skills.
  - Customer-centric mindset with a drive to solve problems.
  - Self-starter who can thrive in a startup or launch environment.
  - Comfortable working across teams and time zones.