SALES REPRESENTATIVE

Job Ref. No: #JDMPR1306

2024 - 2025

- **Company Name** : Moris Media LLC
- **Designation** : Sales Representative
- **Job Type** : Full Time
- **Industry** : Media & Marketing Industry
- **Department** : Sales & Marketing Department
- **Work Model** : Remote
- **Salary** : Negotiable Salary

www.morismedia.com

About morismedia

Moris Media is a professionally managed public relations, digital marketing and reputation-management organisation with 12+ years of industry experience, recognised as one of the world's leading PR and digital marketing boutique agencies, working across 40+ countries.

Job Summary

Moris Media is currently hiring for a **Sales Representative** in Japan. This job may require you to spearhead the company's efforts in identifying and securing new business opportunities within the designated region. You will play a pivotal role in driving sales growth by establishing and nurturing relationships with prospective clients, understanding their needs, and presenting tailored solutions that align with our offerings. Your primary responsibilities will include prospecting potential clients through various channels, conducting sales presentations, negotiating contracts, and ensuring a smooth handover to the account management team.

In this role, you will collaborate closely with the marketing and product development teams to stay informed about the latest industry trends, company products, and services. You will be expected to maintain a robust pipeline of opportunities and regularly update the CRM system to reflect the status of ongoing sales activities. A key aspect of your position will involve analyzing market dynamics to adapt your sales strategies effectively and meet or exceed sales targets.

As a Sales Representative, you will be responsible for delivering exceptional customer service by addressing client inquiries, resolving any issues promptly, and providing post-sales support to ensure long-term satisfaction and retention. Your role will also involve attending industry events, trade shows, and networking sessions to enhance brand visibility and establish valuable connections within the industry.

Success in this position will be measured by your ability to generate revenue, increase market share, and contribute to the overall growth objectives of Moris Media. If you are a motivated, results-driven individual with a passion for sales and a commitment to excellence, we invite you to join our dynamic team and make a significant impact on our business in Japan.

Primary Responsibilities

Primary Roles and Responsibilities:

1. **Prospecting:** Actively seek out new business opportunities in the Japan region through networking, cold calling, referrals, and online research.
2. **Relationship Building:** Establish rapport and cultivate strong relationships with potential clients, gaining an understanding of their unique needs and challenges.
3. **Solution Presentation:** Deliver compelling sales presentations that showcase how Moris Media's products and services can address client needs and deliver value.
4. **Needs Analysis:** Conduct in-depth needs assessments to identify client pain points and align them with appropriate solutions from Moris Media's portfolio.
5. **Contract Negotiation:** Skillfully negotiate contracts and pricing terms to maximize profitability while ensuring client satisfaction.
6. **Sales Cycle Management:** Guide prospects through the entire sales cycle, from initial contact to close, ensuring a seamless customer experience.
7. **CRM Utilization:** Diligently maintain and update the company's Customer Relationship Management (CRM)

system with accurate lead and prospect information.

8. **Pipeline Development:** Build and manage a robust pipeline of qualified leads to achieve or exceed assigned sales targets.
9. **Market Analysis:** Stay abreast of industry trends, competitor activities, and market dynamics to refine sales strategies and tactics.
10. **Customer Service:** Provide excellent customer service by addressing client inquiries, resolving concerns, and ensuring post-sales support.
11. **Cross-Functional Collaboration:** Work closely with marketing and product development teams to stay informed about the latest offerings and value propositions.
12. **Industry Events:** Represent Moris Media at trade shows, conferences, and networking events to increase brand awareness and generate leads.
13. **Reporting:** Prepare and submit regular sales reports detailing activities, progress, and outcomes.
14. **Revenue Generation:** Focus on generating revenue, increasing market share, and contributing to the company's growth goals.
15. **Client Retention:** Foster long-term client relationships through exceptional service and ongoing support.

Required Skills

- **Communication Excellence:** Exceptional verbal and written communication skills for building rapport, delivering presentations, and negotiating effectively.
- **Active Listening:** A genuine interest in understanding client needs and concerns, coupled with the ability to ask probing questions to uncover underlying motivations.
- **Adaptability:** Flexibility to adjust sales strategies based on client feedback, market shifts, and internal product/service updates.
- **Problem-Solving:** A knack for identifying client challenges and crafting tailored solutions that leverage Moris Media's offerings.
- **Objectivity:** The ability to analyze situations impartially, weighing different perspectives to make informed decisions.
- **Collaboration:** A team-oriented approach, working effectively with colleagues in marketing, product development, and customer service.
- **Decisiveness:** Confidence in making timely decisions, even in ambiguous situations, to drive the sales process forward.
- **Competitive Drive:** A strong desire to succeed, exceed targets, and outperform the competition.
- **Integrity:** Upholding ethical standards in all interactions, building trust with clients through honesty and transparency.
- **Curiosity:** A natural inquisitiveness about industry trends, client businesses, and new sales techniques.

Experience:

- **Proven Track Record:** 2-5 years of demonstrated success in a sales role, preferably in a related industry.
- **CRM Proficiency:** Experience using Customer Relationship Management (CRM) software to track leads, manage pipelines, and report on sales activities.
- **Presentation Skills:** Experience delivering impactful sales presentations that resonate with diverse audiences.

- **Negotiation Expertise:** A track record of negotiating favorable contract terms and closing deals.

Additional Requirements:

- **Willingness to Travel:** Openness to travel within the Japan region and potentially beyond to meet with clients and attend industry events.
- **Tech Savviness:** Comfort with using various digital tools and platforms for communication, research, and sales presentations.

Qualifications & Experience

- **Education:** Bachelor's degree in Business, Marketing, Communications, or a related field preferred. Equivalent work experience may be considered.
- **Technical Proficiency:** Demonstrated proficiency in using computers, CRM software, and online communication tools. Familiarity with virtual communication platforms for remote meetings is a plus.

Technical Requirements:

To effectively perform in this role, the following technical equipment is required:

- **High-Performance Laptop or Desktop:** A computer with sufficient processing power and memory to handle multitasking and resource-intensive applications.
- **High-Speed Broadband Internet Connection:** A reliable internet connection is essential for virtual meetings, accessing online resources, and collaborating with the team.
- **Dedicated Workspace:** A quiet, distraction-free workspace, whether physical or virtual, to ensure focus and productivity.

Additional Requirements:

- **Open to Travel:** Willingness and ability to travel within the Japan region and potentially beyond for client meetings and industry events.

Salary and Benefits:

We offer a competitive salary and benefits package commensurate with experience and qualifications. The specific salary range will be discussed during the interview process.

Application Process:

If you meet the above qualifications and are excited about the opportunity to join our team, we encourage you to apply by clicking the button below.

Apply Only Through the Official Job Page

Candidates must review the complete job description, eligibility requirements, work model, location and experience expectations before submitting accurate and updated information through the official application form.

Submitting an application does not guarantee shortlisting, an interview or employment. Moris Media does not request registration charges, security deposits, training fees or candidate payments through its official recruitment process.

APPLY ONLINE HERE

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