# **Dynaptico K.K., CLOUDMEAL Solutions Sales (????)**

2019-08-22 09:54:15

**Company name** Dynaptico K.K.

**Job description** 



#### https://www.cloudmeal.io/

CLOUDMEAL is growing fast and has been a target of significant investment. We are looking to expand our team quickly and can offer a great chance to join a high potential start-up in the beginning of a rapid growing phase.

Working location:	Tokyo, Minato-ku
Working hours:	9:30 – 18:30
Employment type:	Permanent

## Responsibilities

- Handle the entire customer acquisition process from the beginning through the closing stage
- Implement the CLOUDMEAL Food Delivery Platform at new customers
- Develop and implement new strategies for Lead Generation
- Implement revenue improvement activities at current customer locations
- Further develop and improve the CLOUDMEAL sales process, including the CRM system

Target Customers:	Mid-large size corporations, any industry
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Target Region:	Tokyo

## Requirements

- B2B Sales Experience (2 years or more)
- Fluent Japanese (English not necessary)
- Interest in automation, AI, machine learning and similar technology

## Want To Apply?

Please send your resume to career@cloudmeal.io and we will get back to you as soon as possible.

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#### **Email**

career@cloudmeal.io