



株式会社Sales Marker

Customer Marketing

Customer Marketing

非公開

【Additional Notes about Compensation】

※The actual offer will be decided based on your experiences and skills.

勤務地:

Level 32, Yebisu Garden Place Tower, 4-20-3 Ebisu, Shibuya-ku, Tokyo

【Office Location】

5 minutes walk from the east exit of Ebisu Station on the JR Yamanote Line 7 minutes walk from Exit 1 of Ebisu Station on the Tokyo Metro Hibiya Line

Full remote work is OK!

勤務時間:

【Working Hours】

Full Flexible with no core hours

休日:

【Holidays & Vacations】

- Holidays: Saturdays, Sundays, and national holidays; - Paid Time-off: 10 days of annual paid leave will be granted after six months of employment.

福利厚生:

【Benefits and Perks】

■Medical checkup

■Travel allowance

■Others

High-performance Macbook

Book purchase allowance

Wantedly Perk

Uber Eats Coupon Grant

Resort Works

加入保険:

【Social Insurances】

All types of insurances are covered (Health insurance, employee pension, workers' accident compensation insurance, unemployment insurance)

受動喫煙対策:

【Second-hand smoking policy】

No smoking inside the building

Probation Period:

6 months (same conditions during probationary period)

仕事についての詳細

About Us

At Sales Marker(<https://sales-marker.jp/>), our mission is to create a world where all people and companies can challenge themselves beyond existing boundaries. We are Japan's first 'Intent Sales' company and one of the fastest-growing startups in Japan. We're growing at a speed that is twice as fast as Unicorn startups. By using our product, sales teams can improve their work efficiency by 3 times. We have achieved over 900% YoY business growth rate in 2.5 years since our flagship product 「Sales Marker」 was released and we're currently actively working on a wide range of new product portfolios.

The Team

The Customer Marketing team belongs to the Product Marketing Division and works closely with the Product Marketing team to drive Go-to-Market (GTM) strategies, while also focusing on the retention and expansion of existing customers. The team members bring a wealth of experience and insights from top companies like Recruit and ByteDance, which they apply in their work.

Your Job

Responsibilities

In order to achieve further rapid growth, this position will be responsible for customer marketing for 'Sales Marker.' Through strategic marketing activities aimed at achieving business goals, you will enhance customer engagement and drive customer loyalty and retention.

■ Customer Engagement

Planning and execution of initiatives to improve customer satisfaction and increase retention rates - Collecting and analyzing customer feedback - Planning and organizing customer events and webinars - Creating and sharing customer success stories

■ Customer Marketing Campaigns Planning and executing marketing campaigns for customers - Designing campaigns based on customer needs - Analyzing campaign performance and proposing improvements

■ Customer Data Analysis

Analyzing customer behavior data to gain insights and incorporate them into marketing strategies - Customer segmentation and targeting - Conducting customer satisfaction surveys and analyzing the results

■ Cross-Functional Collaboration Collaborating with Sales, Product, and Customer Success teams to optimize customer experience - Managing projects for customer engagement - Proposing product improvements based on customer needs

Requirements

Any of the following experiences: - Practical experience in customer marketing - Experience in customer success strategy and planning - Practical experience in marketing research Research and analysis skills (quantitative and qualitative)

Nice to Have

Marketing experience in the SaaS industry Marketing experience with B2B products Experience in customer relationship management Experience working in a multinational, cross-functional team

Why Us?

An opportunity to build a career in a fast-growing SaaS startup The chance to be involved in the establishment of the Customer Marketing team Full remote-friendly & full flexible work schedule Great benefits & perks packages such as Resort Worx, Purchasing Books, Free Weekly Lunch, Offsites, etc.

Working Style

● Remote Work

We're remote friendly. We use Zoom and Meet, and recently introduced the virtual office platform Gather to maintain both the quality and quantity of communication while working remotely, ensuring smooth development and operations.

● Flexible Work

You are free to customize your daily working hours.Taking into account the situation within the company and your team, you will manage your schedule and tasks within reasonable limits. Each employee adjusts their working hours to meet the monthly requirement of 8 hours per working day.

● Work-Life Balance

We value a healthy work-life balance. Whether you want to focus heavily on work or prioritize your personal time, we believe this is an environment where both approaches can thrive.

Read More

■ Career Page: <https://sales-marker.jp/corporate/en/> ■ Culture Book: <https://speakerdeck.com/salesmarker/sales-marker-culturebook-en> ■ YouTube: <https://www.youtube.com/watch?v=Ob8Ds06zwo0>

会社名

株式会社Sales Marker

設立年月:

2021年7月29日

本社所在地:

〒150-6032

東京都渋谷区恵比寿4-20-3 恵比寿ガーデンプレイスタワー32F

資本金:

1億円

従業員数:

336名（取締役+業務委託を含む）

会社についての詳細:

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この求人に候補者を紹介

