



RE Sales Manager 👍 Exclusive job

Global Tire Manufacturer

Job Information

Hiring Company

Shandong Linglong Tyre Co., Ltd

Job ID

1444408

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 10 million yen

Refreshed

August 22nd, 2024 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Other Language

Chinese (Mandarin) - Business Level

Chinese preferred but not required

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Position Summary:

Shandong Linglong Tyre Co., Ltd is looking for a dedicated individual with strong communication and interpersonal skills who is able to build effective business relationships. The candidate must demonstrate the ability to work effectively across multiple disciplines in the organization and possess a minimum of 5 years of experience in tire sales. The position will be responsible for all facets of Replacement tire sales in Japan for all product groups (PCR, LTR, TBR and Agricultural).

Essential Functions:

- Be responsible for strategic planning and new business development to ensure continuous growth in line with the company's forward plan.
- Play a lead role in gathering market information to ensure competitiveness in technology and cost.
- Achieve monthly/ yearly sales goals while maintaining or exceeding company profit target.
- Establish business connectivity and implement actions to win new Replacement tire business opportunities and maintain current accounts.
- This position will require the successful person to be customer-facing with key accounts using their personal selling skills and building long-term relationships.
- Achieve the sales plan and meet goals through gaining an extensive understanding of the customer's requirements and aligning those needs to build sales revenue.
- Finish other works from the HQ.

Required Skills

Qualifications:

- Bachelor's Degree in business, engineering or a field directly related to the position.
- 5 years of experience in tire sales.
- Authorization to work in Japan.
- Strong communication, analytical, presentation and interpersonal skills.
- Ability to travel both domestically and internationally.
- Ability and desire to achieve the desired results set forth by management.
- In depth knowledge of tire sales, account management and channel distribution.
- Ability to work with cross-functional and international teams.
- Ability to work on multiple projects concurrently.

Company Description

Founded in 1975, Shandong Linglong Tyre Co., Ltd. is a specialized and large-scale technology-oriented tire manufacturer with leading products like high performance passenger car radial (PCR) tires, light truck radial (LTR) tires, tens of thousands of all-steel radial truck and bus radial (TBR) tire specifications.

Shandong Linglong Tyre Co., Ltd. is a Chinese leading tire manufacturing enterprise, which has established manufacturing bases in Zhaoyuan, Dezhou, Liuzhou, Jingmen, Changchun, Thailand, and Serbia (under construction). Furthermore, Linglong has R&D centers in Zhaoyuan, Yantai, Jinan, Beijing, Shanghai and North America and testing office in Europe to develop the cutting-edge technology. Linglong's products are sold to 173 countries and are well accepted by nearly 100 manufacturing bases of global OEMs with stable and reliable quality, which has entered the global supplier system of world-class automakers.