



【Bilingual Hiring · Global Company】 Sales Manager

**Remote Work Available**

## Job Information

### Hiring Company

[congatec Japan K.K.](#)

### Job ID

1467189

### Industry

Electronics, Semiconductor

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Minato-ku

### Train Description

Yamanote Line, Hamamatsucho Station

### Salary

8 million yen ~ 12 million yen

### Salary Commission

Commission paid on top of indicated salary.

### Refreshed

December 25th, 2024 04:00

## General Requirements

### Minimum Experience Level

Over 10 years

### Career Level

Mid Career

### Minimum English Level

Business Level (Amount Used: English usage about 50%)

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

- Create, execute and lead sales plans in Japanese market
- Develop new customers, based on incoming inquiries through marcom activities
- Manage project price setting coordinated with sales partners, along with company policies
- Coordinate all related internal functions, such as technical support and SCM through congatec global operations, to achieve Design Win and sales revenue targets
- Collaborate with integration partners to meet customer requirements for product offer solutions

- Maintain relationship with existing customers, ensuring delivery management, after sales coordination, for customer satisfaction
  - Participate and support marcom activities of exhibitions and conferences
  - Develop and maintain cooperation with sales channel partners
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### Required Skills

- Bachelor degree or higher in engineering or business
  - 10+ years sales experience in semiconductor and electronics components, computer-on-modules, single-board computers, and/or industrial PC products
  - Project management to achieve design wins and sales at target industries and customers
  - Excellent verbal and written communication skills, both internal and external operations
  - Business level English in writing and speaking to coordinate internal operations among related functions
  - Proficiency in using CRM, ERP and basic business applications (PowerPoint, Word, Excel)
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