



Sales Manager or Senior Sales Manager

車載機器の大手グローバル企業で提案営業のキャリアを築きませんか？

Job Information

Hiring Company

Clarion Lifecycle Solutions Co., Ltd.

Job ID

1471209

Division

コマースソリューション

Industry

Automobile and Parts

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Saitama Prefecture

Salary

8 million yen ~ 11 million yen

Refreshed

July 25th, 2024 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Essential responsibilities and duties

The main missions of the role are to: Sales Manager(Senior Sales Manager)

Reporting to: Senior Manager or Director

Key roles and responsibilities :

- Responsible for Corporate Sales management
- Managing existing customer account
- Build/maintain relationship with customer, plan sales strategy for customer

- Expanding business to new customers
- Key account manager role (prepare quotation, answer/reply inquiry etc)

業務要約:

既存顧客への営業活動

業務内容・責任:

主な業務内容は以下の通りです。

- 大手法人向け営業
- 顧客戦略策定、アカウントとの関係構築、維持
- 新規顧客開拓
- 見積作成、顧客とのコレポ対応
- 部署のマネジメント

レポートライン：Senior Manager or Director

Required Skills

Qualifications

• Education: Bachelor's degree • English level: not required • Japanese level:native level • License: Driver's license • Other qualifications: preferred if he/she has accounting, financial skill • Time management

Experience:

[Must]

- Minimum 3 years or above sales experience in automotive industry (Corporate sales – large customer management skill. (Rent a car, Lease company and large logistics company etc)
- People management(Min 3yrs)
- P/L owner
- New business development

[Nice to have]

- 3 years sales experience in automotive aftermarket
- Understand P/L, B/S

Skills and competencies:

• Knowledge with.
Solution sales
Persistence
Logical thinking mind

応募要件:

- 学位：大学卒
- 英語力：不要
- 日本語力：ネイティブレベル
- 資格：運転免許
- その他：タイムマネジメント、アカウント・ファイナンシャルスキル（あれば尚可）

求める経験:

[必須]

- 3年以上の自動車業界営業経験（特に大手事業者への営業経験）・新規開拓営業経験
- マネジメント経験（3年以上）
- P/L オーナー

[尚可]

- 3年以上の自動車アフターマーケット業界での経験
- P/L, B/S 知識

必要なスキルと適正:

- 提案営業
- 粘り強く物事をやり切る力
- 論理的思考

Company Description