



Sales Specialist - Panametrics

Job Information

Hiring Company

[Baker Hughes Japan](#)

Subsidiary

Baker Hughes

Job ID

1474251

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

Negotiable, based on experience

Refreshed

July 24th, 2024 09:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Sales Specialist - Panametrics

Are you a Sales Specialist that is sales motivated to deliver?

Would you like the opportunity to work in a dynamic role responsible for sales growth?

Join Our team

At Panametrics, a Digital Solutions business, we provide intelligent, connected hardware technologies to sense, control, and inspect assets across many industries. Customers are provided with peace of mind needed to improve their operations reliability and efficiency.

Partner with the best

As a Sales Specialist - Panametrics, you'll be involved in customer facing and winning deals for Panametrics Business. You are to develop sales plan for the Japan region. You are also task to collaborate with other functional team to ensure sales target are met accordingly.

As a Sales Specialist - Panametrics, you will be responsible for:

- Owning and executing the assigned annual plan and delivering on quarterly commitments
- Ensuring market penetration and growth quarter on quarter to secure Panametrics leading position
- Assessing and optimizing go to market strategy for the region of Japan in scope
- Owning early engagement with end-users, Channel Partners, customers on greenfield & global projects
- Developing forecasting models to ensure meeting or exceeding financial estimates, Working cross-functionally to ensure delivery of defined goals
- Conducting all business activities in accordance to our compliance, quality policies and requirements

Fuel your passion

To be successful in this role you will:

- Have a Bachelor's degree, major in advanced chemistry is preferred
- Have 5-10 years of industrial sales experience
- Have 5-10 years of experience in Process analyzers and/or Flow meter is preferred
- Be Able to demonstrate fluency in English
- Be able to travel domestically frequently
- Have excellent presentation, communication, influencing, negotiation and deal closing skills

Work in a way that works for you

We recognize that everyone is different and that the way in which people want to work and deliver at their best is different for everyone too. In this role, we can offer the following flexible working patterns:

- Working flexible hours - flexing the times when you work in the day to help you fit everything in and work when you are the most productive

Working with us

Our people are at the heart of what we do at Baker Hughes. We know we are better when all of our people are developed, engaged and able to bring their whole authentic selves to work. We invest in the health and well-being of our workforce, train and reward talent and develop leaders at all levels to bring out the best in each other.

Working for you

Our inventions have revolutionized energy for over a century. But to keep going forward tomorrow, we know we have to push the boundaries today. We prioritize rewarding those who embrace change with a package that reflects how much we value their input. Join us, and you can expect:

- Contemporary work-life balance policies and wellbeing activities
- Comprehensive private medical care options
- Safety net of life insurance and disability programs
- Tailored financial programs
- Additional elected or voluntary benefits

Company Description