



**SMITH**

## International Sales Manager

**Ranked #1 Global Independent Distributor**

### Job Information

#### Hiring Company

Smith & Associates Far East Ltd.

#### Job ID

1475745

#### Industry

Distribution

#### Company Type

Large Company (more than 300 employees) - International Company

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

Negotiable, based on experience

#### Refreshed

September 2nd, 2024 02:00

### General Requirements

#### Minimum Experience Level

Over 10 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Fluent

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### Position

International Sales Manager

#### Responsibility

- Identify and develop potential customers and vendors worldwide.
- Conduct diligent research online and approach prospective customers via phone and other communication methods.
- Handle daily communication and provide excellent service to new and existing customers.
- Provide sales and administrative support to existing customers.
- Research and develop an in-depth understanding of electronic components and market trends.
- Participate and assist in ad hoc projects.

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## Required Skills

### Requirement

- Bachelor's degree or above in any discipline.
- 10+ years of electronics sales experience in franchise, distribution, or manufacturing.
- Experience in handling key accounts in automotive industry, industrial equipment industry, semiconductor equipment manufacturing, Consumer industry (Toyota, Denso, Toshiba, Tokyo Electron, Fujifilm, Panasonic, Hitachi, Mitsubishi Electric etc) is preferred.
- Results-oriented attitude to approach and tackle problems with actionable solutions.
- Self-motivated with a hunger for success.
- Ready and willing to embrace challenges and achieve bold goals.
- Possess a growth mindset and aspirations to learn and go far.
- Committed team player with a strong passion for widening their business network and exposure.
- Proficiency in English and Japanese.
- Candidates with less experience will be considered as Senior Sales Representative.

### What We Offer

- Rewarding careers
- Uncapped monthly commission
- Collaborative and dynamic culture
- Comprehensive learning and development
- Gym and wellness sponsorships
- Modern, streamlined office design
- Year-round company activities and outings
- Opportunities to give back to our community

### About Us

Founded in 1984, Smith is celebrating 40 years of Intelligent Distribution™. As a leading independent distributor of electronic components, we source, manage, test, and ship billions of components to partners worldwide in every industry and vertical. Offering a comprehensive suite of flexible and scalable supply chain solutions, Smith identifies and delivers customized service programs to support our customers' success. Our expertise is backed by decades of market data, cutting-edge technology, and a systems-based approach to quality excellence. Smith has generated more than USD \$12.9 billion in global revenue since 2019 and ranks eleventh among all global distributors.

We are always looking for talented individuals to join our dynamic, friendly, and professional team environment. Located in more than 20 offices around the world, you'll find a home here as part of the Smith family.

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## Company Description