



District Sales Manager / 地域セールスマネージャー

Job Information

Recruiter

ADP JAPAN G.K.

Job ID

1476696

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Refreshed

July 22nd, 2024 09:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School or Below

Visa Status

Permission to work in Japan required

Job Description

Role Purpose:

To proactively sell ADP's premier HR and Payroll outsourcing solution to Domestic and International Clients within ChinaJapan. Sales engagement will be at senior executive level-typically CFO, HR VP and CEO level as well as conducting due diligence with middle management in HR, IT and Finance roles.

Responsibilities:

- Develop and explore business opportunities; maintain and develop the existing customer relationship; cultivate and develop potential customers, identify and, where possible, influence prospect needs
- To work from data provided by various sources which is relevant to defined target market e.g. inbound enquires, marketing campaigns, global referrals, 3rd party referrals, etc.
- Conduct effective sales presentation, solution proposal, business negotiation and close deals both individually and as a team; get pre-sales supports for large deal/pursues.
- Work closely with other ADP team like Client Services, Technology, Marketing, and Finance as well as the ADP worldwide salesforces to maximize ADP 's value proposition to clients
- To provide weekly/monthly updates and reviews on individual and market performance and measures for improvement; use the ADP standard system and tools to ensure the sales process efficiency
- Create own sales plan within overall framework to achieve quarterly and annual sales targets

Department:
Sales Department
Reports to:
Sales Manager

Required Skills

Qualifications & Experience:

- At least 3 years sales experience in leading HR technology or service outsourcing industry
 - Outstanding selling skills with a track record of closing new business.
 - Understand the company HR, Payroll and Benefits knowledge and practices in Japan
 - Skilled at leveraging resources to facilitate relationship building
 - Excellent English language skill, and Japanese language is a plus
 - Good presentation and negotiation skill
 - Ability to work under pressure
 - Well developed interpersonal skills, with an ability to communicate well at all organizational levels
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Company Description