



Leader (Sales & Business development) ◆ 在宅可/フレックス/残業少なめ

<外資系>北欧スウェーデンに本社を構える、世界トップクラスの土木鉱山機械メーカー

Job Information

Hiring Company

Epiroc Japan KK

Job ID

1486058

Industry

Civil Engineering and Construction

Company Type

International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Nishi-ku

Train Description

Minatomirai Line, Minatomirai Station

Salary

7 million yen ~ 10 million yen

Refreshed

July 12th, 2024 12:12

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Title: Leader(Sales & Business development), Tools & Attachment Business Civil and mining machinery

Mission:

To drive sustainable growth and market dominance for the Tools & Attachment Business, civil and mining machinery, in Japan through strategic leadership, innovative sales strategies, and customer-centric approaches, establishing our brand as the industry leader.

Roles and Responsibilities:

As a leader, responsible and accountable for

- Divisional sales and profit targets of civil and mining machinery
- Preparing BPM materials (Once or twice per year)
- Participation and explanation to Division about Tools & Attachment

Business in Japan

- Inventory control of Tools & Attachment products
- Monthly meeting with Regional Business Manager
- Strategy and market survey for Tools & Attachment business
- KPI for of Tools & Attachment
- Communication with Business Line Managers and other managers in the

Region

- Price set-up
- Managing customer relationship

Required Skills

Education:

- Bachelor's degree or higher

Experience:

- At least 7 years of sales/marketing/business development in civil engineering, mining, or similar industries.

Language:

- Native or fluent in Japanese. At least intermediate English skill and motivation to improve

Competencies:

- Strong strategic thinking, planning, and leadership skills.

Location: Yokohama, Japan

Report to: General Manager, Japan & Korea

Compensation: up to 10M incl. variable bonus + defined contribution pension plan

Team set-up: one subordinate

Working condition: WFH available (up to three days per week)

*Flex time system scheduled to start in July

Company Description