



Michael Page

www.michaelpage.co.jp

## Sales Specialist - US Leader in Material Science (Tokyo)

### Sales Specialist/US Leader in Materials

#### Job Information

##### Recruiter

Michael Page

##### Job ID

1486869

##### Division

Sales Specialist - US Leader in Material Science 13M

##### Industry

Chemical, Raw Materials

##### Company Type

Large Company (more than 300 employees) - International Company

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

10 million yen ~ 13 million yen

##### Salary Bonuses

Bonuses included in indicated salary.

##### Salary Commission

Commission included in indicated salary.

##### Refreshed

July 19th, 2024 14:55

#### General Requirements

##### Minimum Experience Level

Over 6 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

As a sales professional you will manage and grow industrial lubricant market. The role involves building strong customer relationships, driving sales, and contributing to business strategy. The ideal candidate will have extensive industry experience, a deep understanding of customer needs, and a proven track record of achieving sales targets.

## Client Details

Our client is global leader in materials science, and Japan is a key market for the company. With a strong foothold in the country, they have been contributing significantly to the Japanese economy and society, with high-quality materials that drive innovation across various industries.

## Description

- Account management and relationship building
- Sales planning and execution
- Market analysis and opportunity identification
- Collaboration with cross-functional teams
- Driving speciality product growth

## Job Offer

- **Job Security:** Full-time, permanent employment ensures stability.
- **Competitive Compensation:** A salary of up to 13 million yen provides a strong financial foundation.
- **Career Growth:** Opportunities for advancement within the company are available.
- **Global Exposure:** Work in an international environment, fostering cultural exchange and professional development.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuka Kawase on +813 6627 6068.

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## Required Skills

- **Industry Experience:** Proven track record in B2B sales within the surfactants, polyglycols, or solvents industry.
- **Language Skills:** Fluency in both Japanese and business-level English to effectively communicate with clients and colleagues.
- **Leadership Potential:** Demonstrated ambition and drive to take on leadership roles within the organization.
- **Growth Mindset:** A proactive and adaptable approach to problem-solving and seizing opportunities.

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