



愛知 【Industry Representative】 デイラーサポート

英語力が活かせる！

## Job Information

### Hiring Company

Caterpillar Japan LLC

### Job ID

1487417

### Industry

Machinery

### Company Type

Large Company (more than 300 employees) - International Company

### Job Type

Permanent Full-time

### Location

Aichi Prefecture, Anjo-shi

### Salary

6.5 million yen ~ 8.5 million yen

### Salary Bonuses

Bonuses included in indicated salary.

### Work Hours

8:30-17:30

### Holidays

土日祝

### Refreshed

July 26th, 2024 21:41

## General Requirements

### Minimum Experience Level

Over 6 years

### Career Level

Mid Career

### Minimum English Level

Business Level (Amount Used: English usage about 50%)

### Minimum Japanese Level

Fluent

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

Caterpillarは90年以上に渡り、建設機械をはじめ、鉱業用機械、ディーゼルおよび天然ガス・エンジン、産業用ガス・タービン、ディーゼル電気機関車などの製造において、世界の業界をリードし続けています。

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**Industry Rep**  
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Global Construction and Infrastructure(GCI) is looking for a talented and passionate Sales Representative to join the Japan sales team to cover Hokushinetsu and Tokai region to achieve PINS and Services growth.  
In this role, you will manage assigned dealers' relationships to market company products and services and assist in the development of dealer sales capability.

**What you will do:**

- Designing and assisting dealers on the forecast, sales strategy planning, and sales techniques; supporting the rollout of new products.
- Performing regular sales performance reviews with dealers and ensuring implementation of corrective actions where needed.
- Acting within the business process guidance on review and approval for variance programs and commercial actions.
- Presenting products or services for stakeholders, answering any customer questions, and addressing their needs.

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**Required Skills**

**Skills you have:**

- Working knowledge in Communications skills, Relationship management and Customer focus - Knowledge of the values and practices that align customer needs and satisfaction as primary considerations in all business decisions. Ability to leverage that information in creating customized customer solutions and develop engaging and effective communications and relationships with internal and external partners.
- Working knowledge in Value selling: Ability to define and document value-added activities and their benefits to customers beyond the initial sales transaction
- Working knowledge in Decision Making and Critical thinking - Ability to assist in assessing and prioritizing risks, benefits and consideration of alternatives.
- Working knowledge of the industry trends and regulatory environment
- Working knowledge of Negotiation skills: ability to present own position and listen to position of others in order to achieve win-win solutions
- Basic understanding of Business development tools and techniques

年収：650-820万円（季節手当込み）※残業代、業績連動手当別途支給

対象：ディラー営業経験者、大卒（高専卒）以上、

勤務地：愛知

※愛知での固定勤務ではなく、将来的に異動等により社内別ロケーションでの勤務となる可能性もあり

勤務時間：8:30～17:30、フレックスタイム制、一部リモートワークあり（週2回可能）

休日/休暇：完全週休二日（土日）、夏季2日、年末年始6日、リフレッシュ休暇、有給休暇：有

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**Company Description**