



モーション エナジー事業本部 モーター制御可変速ドライブの日本市場営業

ニデック株式会社での募集です。法人営業（その他）のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

ニデック株式会社

Job ID

1488345

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen

Work Hours

08:30 ~ 17:30

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】週休二日制 日 祝日 【時間単位年休】（日曜・祝日・土曜/変則）、GW休暇...

Refreshed

August 29th, 2024 06:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2203810】

○具体的な仕事内容:Details of Job

? According to the Company guidelines and in collaboration with the CT regional manager define the sales strategy and action plans to maximize sales revenues in his area of responsibility.

? Manage existing customers and key accounts to maintain and develop sales and profitability

? Prospect new markets and new customers to generate new orders and to reach and exceed annual growth sales targets

? Actively promote company products service and solutions and win new OEM business with significant annual volume of sales.

? Develop long term relationships with existing and new customers/key accounts through managing and providing all

necessary information in order to support/guide them in selecting the best suited solutions to their needs and ensure their satisfaction.

? Responsible of managing and solving customer complaints by investigating problems collaborating with internal departments developing solutions making recommendations.

? Analyze the market and identify new business opportunities; forward to marketing team all relevant information regarding market customers and competition.

? Supply the CT Country Manager with periodical reports on the activities (including customer needs problems competition activities and potential for new products and services)

○任せる業務内容・期待する役割:Business content to entrust Expected role

・ As a Central Area OEM sales manager he/she will be responsible for developing the Nidec Control Techniques New Business for Distribution System Integration Panel Builders in Japan and adjacent places aggressively. His/Her task is to consistently achieve above the sales target for Japan's central area market. (HVAC construction Marine Chemical plant Metal wire machines Test rigs Automation Automotive)

・ He/She can start as area sales manager and then focusing more to new OEM accounts development.

・ His/Her KPI may include areal and individual sales turnover New product order growth rate increase of market share at existing customers new OEMs development of NEW sales channels in Japan.

Duties Responsibilities (By Category and %) *CT means Nidec Control Techniques

Central Area OEM sales manager

Meet sales targets as defined with CT North Zone Director.

Identify assess and develop OEMs end users new sales channels (Distributors Control Panel Builders) for Nidec Control Techniques in Japan's central

Report potential risk of contracted or potential channels mainly financial risk others

Build Business plan together with Zone director and execute to meet sales target

Build out Opportunities which creates constant and strong revenue by diligent daily activities

Handle existing customers in and provide them with the support they need (OEMs Distributors System Integrators)

Follow company ethics and regulation

Regularly travel to responsible regions initiate execute and oversee planned business strategy. Identify opportunities needs of the responsible market and ensure that opportunities are captured and needs addressed. Achieve planned business growth objective in responsible countries.

Make feedback to Company about products cost price new demand certification etc

Develop long term relationships with all customers handling and interpreting their requirements.

Persuade customers that Nidec's inverters and motors best satisfies their needs in terms of quality price and delivery.

Make customer success. Provide pre sales technical assistance and product education arrange and carry out product training (With support from technical team if required)

Reasonably with limited skill provide technical support to build good customer relationship.

Make appropriate reports and send to Nidec CT Zone Director. Any other reasonable reports

Coordinating with ISR Sales Admin or CCM

Follow up status of orders contracts

Update offer follow chart with offer status regularly

Maintain clear customer records

Coordinate projects with other departments (admin technical service finance etc...)

Support Japan office urgent issues asked by Zone Director

Support marketing activities by attending trade shows conferences and other marketing events as assigned

Influence good sales behaviors and habits business approaches to junior sales (internal training or education)

Liaise with other members of the sales team and technical service team to maximize profit and revenue amount

<ご参考>

※日本電産株式会社 (Nidec) の採用情報 <https://www.nidec.com/corporate/recruit/career/>

※NIDEC CONTROL TECHNIQUES LIMITED https://www.nidec.com/jp/corporate/network/group/nidec_controltechniques/

※コントロール・テクニクス Control Techniques <https://controltechniques.jp/>

※取り扱い商品 <https://acim.nidec.com/drives/control-techniques/>

Required Skills

○必要となる経験/スキル (Must) :Experience Skill MUST have

1. Ability to read write and speak Japanese and English (Advantageous: Ability to understand Korean)

2. B2B field sales experience (minimum 2 years)

3. University graduation in electrical/power electronics/electromechanical engineering (or motivation/ability to learn such knowledge)

4. No limit of age but preferred over 32 years old less 52 years old to have this kind of sales customer layers or experiences.

○歓迎する経験/スキル (Want)

・ At least 4 years of experience in industrial sales/marketing of variable speed drives in Japan.

・ Ability to demonstrate in depth knowledge of the Japanese industrial/drive market and its players.

・ Good business negotiation and sales skills

○職場の特長

The employee will work with a team that support the Japan territory.

The team comprises of:

the CT regional manager in Korea to whom he will report and who will give him business guidance and technical support order administration support in Korea

○求める人物像 : What type of candidate we expect

Since the employee will work in a small team he will need to have strong stable mental be dedicated and hard working be resourceful and not hesitate to go the extra mile to please its customers.

・ Instills trusts: Gains the confidence and trust of others through honesty integrity and authenticity.

・ Manage ambiguity: Operating effectively even when things are not certain or the way forward is not clear

・ Being resilient: Rebounding from setbacks and adversity when facing difficult situations

・ Ethic and values: Adheres to an appropriate and effective set of Nidec core values and beliefs during both good and tough

times; acts in line with those values; practices what he/she preaches

- Interpersonal savvy: Relating openly and comfortably with diverse groups of people
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Company Description

精密小型モータ、車載及び家電・商業・産業用モータ、機器装置、電子・光学部品、その他の開発・製造・販売