

Japan Sales Manager

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Job Information

Recruiter

Michael Page

Hiring Company

A global leader in IOT solutions

Job ID

1491145

Division

Electronics and Automotive

Industry

Electronics, Semiconductor

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 15 million yen

Refreshed

August 21st, 2024 14:17

General Requirements

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

☆ Relationship management to achieve measurable results in increased revenue, market share, and depth with strategic national partners.

☆ Development of marketing plans, monitoring competitors, coordinating with vendors, building relationships, managing day-to-day operations, identifying opportunities, and ensuring customer satisfaction.

Client Details

A global leader in providing of secure turnkey solutions for the Internet of Things and Remote Environment Management,

offering Software as a Service, connectivity services, engineering services and intelligent hardware.

Description

- * Meets or exceeds all assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.
- * Establish productive, professional relationships with key personnel in assigned partner accounts.
- * Create strategies and lead team efforts to maximise sell-through of company products within assigned partner accounts.
- * Work with marketing to drive programs and events to extend the relationships to new prospects.

Job Offer

- ☆ Competitive salary and performance-based incentives.
- ☆ Comprehensive benefits package, including health insurance.
- ☆ Opportunities for career growth and professional development.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

Required Skills

- ☆ 5+ years of working experience in IOT solutions business
- ☆ Fluent Japanese and English speaker with good communication and presentation skills
- ☆ Experience with a CRM tool is preferred
- ☆ Ability to work in a dynamic, changing environment

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