



Michael Page

www.michaelpage.co.jp

## Japan Sales Manager 【Fully Remote】

### Japan Sales Manager

#### Job Information

##### Recruiter

Michael Page

##### Hiring Company

A global leader in IOT solutions

##### Job ID

1491857

##### 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

10 million yen ~ 25 million yen

##### Refreshed

August 29th, 2024 16:09

#### 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.

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### Required Skills

- \* 5+ years of working experience in IOT solutions business
- \* Fluent Japanese and English speaker with good communication and presentation skills
- \* Experience working with System infrastructure companies is preferable
- \* Ability to work in a dynamic, changing environment

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