

## Head of Service Sales APAC

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#### Job Information

**Recruiter**

Michael Page

**Hiring Company**

Wind Turbines Manufacturer

**Job ID**

1493513

**Industry**

Electric Power, Gas, Water

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

14 million yen ~ 17 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

September 9th, 2024 13:40

#### General Requirements

**Career Level**

Executive

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

Responsible for driving sustained and profitable growth in the service sector across Asia Pacific by offering comprehensive solutions for renewable energy assets, both onshore and offshore. These solutions include long-term operations and maintenance agreements, parts and repair services, as well as upgrades and performance enhancements.

#### Client Details

Global leader in sustainable energy solutions, specializing in the design, manufacturing, installation, and maintenance of both onshore and offshore wind turbines.

### Description

- **Commercial Leadership:**
  - Deliver on revenue and profitability targets for Offshore Service Sales in APAC.
  - Establish KPIs and performance targets for team members aligned with overall business goals.
  - Maintain an efficient sales pipeline and ensure smooth sales execution through all stages.
  - Employ value-based selling to position the company's services competitively.
  - Foster strong relationships with key customers and stakeholders in APAC's offshore markets.
  - Collaborate with internal teams to develop service offerings that enhance value in the offshore market.
- **People & Organizational Leadership:**
  - Build and develop the Service Sales Offshore team to align with growth objectives.
  - Create a positive work environment and promote company values.
  - Focus on employee development through onboarding, training, and mentoring.
  - Contribute to shaping the broader commercial and strategic direction of the offshore business in APAC.

### Job Offer

- Comprehensive insurance for employees and dependents.
- Flexible working arrangements, remote work options, and career development support.
- Additional leave policies, including sick, maternity, paternity, and menstruation leave.
- A variety of employee activities and a diverse, open work environment.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

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### Required Skills

#### Qualifications:

- Bachelor's or Master's in Business, Economics, Energy, or a related technical field.
- Strong commercial experience, ideally within offshore wind or related industries.
- Proven B2B sales experience in energy or heavy industry sectors.
- Excellent communication skills in English.

#### Competencies:

- Strong commercial acumen and financial literacy.
- Knowledge of large infrastructure projects and value-based selling.
- Leadership, stakeholder management, and the ability to build and maintain customer relationships.
- Organizational and planning skills, with the ability to work within a global matrix structure.

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### Company Description

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