

Technical Sales Manager

Technical Sales Manager - Wind Energy

Job Information

Recruiter

Michael Page

Job ID

1497662

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

8 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

October 8th, 2024 14:29

General Requirements

Minimum Experience Level

Over 3 years

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

Seeking an experienced **Technical Sales Manager** based in Tokyo to lead the acquisition of wind farm projects in the Japanese market. In this role, you will collaborate with a global team to propose technical, financial, and risk-mitigating solutions, aimed at attracting Independent Power Producers (IPPs), Developers, and Utilities. You will also be responsible for achieving sales targets, driving growth in the renewable energy sector.

Client Details

Leading global provider of wind power solutions, specializing in the design, manufacture, and maintenance of wind turbines. With a strong presence in both onshore and offshore wind markets, the company plays a key role in driving the transition to renewable energy worldwide.

Description

- Understand customer needs and deliver tailored solutions.
- Prepare and submit project bids, lead negotiations, and secure contracts, including acquiring Notice to Proceed (NTP).
- Strategically approach revenue and profit targets to ensure business growth.
- Report to headquarters on market trends and developments in the Japanese wind energy market.

Job Offer

Company offers a great environment respectful of your privacy and work/life balance as well as 401K plan.

Salary between 8-9M JPY

Interview Process:

1st: Hiring Manager

2nd: APC Manager

3rd: Managing Director, Japan

If you are passionate about renewable energy and have a strategic mindset for driving wind farm project success, we invite you to apply for this exciting opportunity!

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.

Required Skills

- Strong knowledge of power generation, infrastructure, and large-scale projects; wind power experience is a plus.
- Excellent communication skills for working with customers, suppliers, and internal teams.
- Proven ability to operate effectively in a cross-cultural environment, with strong English communication skills.
- Proficiency in Windows and Microsoft Office software.

Company Description

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