



【900～1400万円】 Sr. Manager Director of Sales

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

非公開

Job ID

1497895

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Kyoto Prefecture

Salary

9 million yen ~ 14 million yen

Work Hours

08:30 ~ 17:15

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制

Refreshed

November 21st, 2024 17:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2233542】

- ・ Achieves assigned sales quota by engaging in both new and existing accounts to generate sales revenue.
- ・ Integrates with different functions including factory to ensure that the company deliver the most coherent best in class solutions to the customers.
- ・ Calls on existing customers provides technical and administrative product/service information and or presentations and quotes appropriate customer prices.
- ・ Builds strong customer relationships. Being the main contact point between the company and customers in all sales

related matters; understanding of customer's business and product requirements.

- Provides information on customer needs volume potential pricing and competition. Provides input on product direction.
 - May provide technical guidance to other levels of sales representatives (e.g. Account Managers) .
 - Regularly provides information to manager on accounts and business activities.
 - Screening potential accounts to ensure a fit between the customer's requirements and the company's capabilities.
 - To build in strong design win pipeline for revenue stream
 - Manages the sales process for new accounts from initial contact through the entire process.
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Required Skills

- 7 + years' experience in the semiconductor industry or related field. (Preferable OSAT experience)
 - Sound knowledge of the company's products.
 - Excellent communication skills (written and verbal in English and Japanese)
 - A self motivated go and get approach and the will to win.
 - Strong presentation sales negotiation and influencing skills.
 - Superior interpersonal communication skills and the ability to build strong relationships with senior management both internally and externally.
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Company Description

ご紹介時にご案内いたします