



【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

January 2nd, 2025 04:00

## 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