



## Global Vertical Markets Manager in charge of Automotive

### Job Information

**Hiring Company**

IDEC CORPORATION

**Job ID**

1499335

**Industry**

Other

**Job Type**

Permanent Full-time

**Location**

Osaka Prefecture, Osaka-shi Yodogawa-ku

**Salary**

6 million yen ~ Negotiable, based on experience

**Holidays**

Two days off per week

**Refreshed**

November 11th, 2024 00:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**Job description**

Vertical Markets are strategic market segments for IDEC which offer many new business opportunities. IDEC focuses on these Vertical Markets, develops in-depth knowledge and relationship with opinion leaders to create new products and business models (including solutions and services), increase C-level engagement, to take a strong market position that would lead to high sales growth with market shares win and a higher profitability level.

The Vertical Markets Manager (VMM) will be part of the "Market Strategy & Innovation" department with people localized in different countries. The VMM in charge AUTOMOTIVE is a key role in IDEC organization with GLOBAL responsibilities:

-Manage directly the AUTOMOTIVE Vertical Market globally. This market is defined in IDEC Mid Term Plan as one of the strategic markets for the company.

-The VMM will acquire a deep understanding of the global market and of its current and future trends to identify business opportunities. This requires making market analysis, visiting customers and building a trustful relationship with leading companies in the AUTOMOTIVE market.

-Based on this knowledge the VMM is in charge of proposing a global and regional (Japan, China, APAC, USA, Europe) strategy to grow sales in the AUTOMOTIVE Market. It includes:

- Building sales action plans per region (mainly Japan, China and APAC) with the support of other VMM in charge of regions
- Leading the “Global Strategic Account” initiative for AUTOMOTIVE accounts (1 in 2024, could be more in the future)
- Proposing new products, solutions, or services in the AUTOMOTIVE market. The VMM will focus on unexpressed or unsatisfied customer needs that IDEC could fulfil with a strong competitive advantage. In Japan, the VMM will work closely with the Technical Sales team as well as the VMMs in charge of ROBOT and MACHINE TOOLS to invent solutions and therefore contribute to the IDEC Mid Term Plan.

#### [Holiday]

128 days - Two days off per week -

(Closed on Saturdays, Sundays, and holidays GW, summer, year-end and New Year holidays)

#### [Annual paid leave]

Up to 22 days \* Available in hourly units

(In the first year, the number of days granted varies depending on when you are appointed as a full-time employee.)

#### [Special leave]

Maternity leave

Parental leave

Postpartum paternity leave

Nursing care leave, etc.

(Acquisition results available)

#### [Probationary period]

3-4 months (depending on the date of joining the company)

\* There will be no change in the conditions during the trial period

#### [Welfare benefits]

- Social insurance complete (employment, work-related injury, health, employee pension)
- Various educational systems (level-specific education, language education, etc.)
- Company cafeteria
- Labor Union
- Asset-type savings system
- Employee Shareholding Association
- Mutual Aid Society for Injury and Illness
- IDEC Clinic
- IDEC Chiropractic Salon
- Fitness gym
- Own company / Contract health care center
- Benefit Station
- Medical check-up assistance
- Contract Golf Course

#### [Allowances]

Commuting allowance (full payment) etc.

#### [Others]

No-smoking.

#### [Work location]

2-6-64 Nishimiyahara Yodogawa-ku, Osaka-shi, Osaka-fu

## Required Skills

### Application requirements

- The candidate will have a recent experience in the Automotive industry, either at a car manufacturer, a supplier, or a System Integrator and is expected to have a good understanding of the automation and robotic trends.
- A work or a personal experience in a multicultural environment would be an advantage.
- Above bachelor's degree
- Fluency in both Japanese and English (verbal and written)

This position requires:

- A “marketing mindset” (the candidate needs to be customer focus) and the ability to think out of the box to identify customer pain points and imagine solutions to solve these pain points.
- The ability to get the global picture and at the same time to deep dive into specific topics when necessary.
- Strong analytic and synthetic skills
- Good written, verbal and presentation skills
- Language: professional Japanese, fluent in English.
- A minimum technical background is expected to be able to understand technical trends and drive interviews.

## Company Description