



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

January 20th, 2025 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