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Sr. Sales Manager - Travel Insurance

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Job Information

Recruiter

Robert Half Japan Ltd.

Job ID

1500621

Industry

Insurance

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 14 million yen

Refreshed

November 8th, 2024 13:00

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

Company Profile

- Ready to take your sales career to the next level? A renowned International Insurance firm is seeking a Senior Sales Manager to lead key client relationships and drive business growth!

The Role

- Leverage your industry network to generate and qualify leads, identifying revenue opportunities. (Within the Airline, Travel industry)
- Prepare proposals and client presentations with internal teams to align with business needs.
- Negotiate business terms and close contracts that align with profitability goals.
- Build and maintain strong client relationships, identifying upsell and cross-sell opportunities.
- Collaborate with clients to integrate our solutions and enhance their core offerings.
- Analyze market trends, competitor activity, and opportunities to shape actionable sales strategies.
- Forecast revenue performance and report regularly to senior management.

Your Skills

- 6+ years of B2B2C sales experience, ideally in travel or automotive insurance.
- Strong background in closing deals and managing long-term corporate relationships.
- Native-level Japanese and business-level English.
- Strategic mindset with strong planning and organizational skills.
- A proactive problem-solver with exceptional interpersonal and negotiation skills.

Location

Tokyo

Salary

10 - 14 million yen

Selling points

- Multinational MNC with strong network across the globe.
- Flexible work style with International environment.
- Growing team with the opportunity to manage your own team.

Reference Number: 06940-0013097197

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Company Description

Founded in 1948, Robert Half pioneered the idea of professional talent solutions and is now the world leader in placing accounting, finance, banking, and technology professionals, as well as sourcing and placing candidates for executive search.

With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

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