

## Sales Manager - Tokyo/Osaka

### Sales Manager - Solutions Sales

#### Job Information

##### Recruiter

Michael Page

##### Hiring Company

Manufacturing and Services - Security and Hospitality

##### Job ID

1500724

##### Industry

Other (Manufacturing)

##### Company Type

Large Company (more than 300 employees)

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

5 million yen ~ 8 million yen

##### Salary Bonuses

Bonuses paid on top of indicated salary.

##### Salary Commission

Commission paid on top of indicated salary.

##### Refreshed

October 28th, 2024 14:58

#### General Requirements

##### Minimum Experience Level

Over 1 year

##### 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

This role involves developing and managing sales plans, business development, and key accounts for hospitality, military, and high-security sectors in Japan, focusing on projects. Responsibilities include finding new markets, building sales channels, managing accounts, driving sustainable growth, and implementing marketing strategies.

**Client Details**

European company that provides a wide range of products and services, including locks, doors, gates, and entrance automation solutions. Its offerings also encompass access control and identity verification systems, utilizing keys, cards, tags, mobile devices, and biometric technology for secure identification and entry.

**Description**

- Oversee the creation and execution of sales plans, business development, key account, and distributor management within the hospitality, military, and high-security building sectors in Japan.
- Manage sales, business development, and key accounts for the company's projects.
- Explore and develop new market opportunities beyond current focus areas.
- Execute long-term sales strategies by channel and customer, aligned with pre-set targets.
- Establish and grow sales channels, coordinating account management for General Contractors, Door Manufacturers, Slers, Hotel Chains, Owners, and Developers.
- Develop and manage regional marketing strategies to achieve growth objectives.
- Drive sustainable growth by securing new business and clients.
- Implement sales and marketing plans, ensuring all activities, including product promotion and service, are executed effectively.
- Provide project management and service support as necessary.
- Ensure adherence to group policies and guidelines.
- Offer assistance to the direct manager as required.

**Job Offer**

- Autonomy
- Strong coaching and support from local teams
- Generous Sales incentive
- Flexible working environment

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

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**Required Skills**

- Diploma in Business Administration or a related field; sales or marketing certifications are a plus.
- At least 5-7 years of experience in Sales, Account Management, or Business Development within IT Security, IoT, SaaS, Travel Tech, Architecture, or a similar industry.
- Excellent communication, negotiation, and analytical abilities.
- Highly motivated, proactive, and able to take initiative.
- Strong team player with a high sense of responsibility and discipline.
- Proficient in MS Office and computer skills.
- Native in Japanese, Fluent in English.
- Well-organized, responsible, and skilled at problem-solving.
- Strong interpersonal and communication skills.

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**Company Description**

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