

Sales Director - EPC Business

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Job Information

Recruiter

Michael Page

Job ID

1501201

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Work Hours

Monday to Friday, from 9:00 to 18:00

Refreshed

October 29th, 2024 16:36

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

The position will lead sales growth with key customer accounts in the EPC business through sales, project management and customer development skills.

Client Details

The company is a global leading company in industrial equipment for engineering markets.

Description

- Develop and maintain account management with ownership of plan development and execution
- Develop the project sales strategy in alignment with targets and expectations
- Manage relationships with customers on all levels
- Identify and build relationships with new potential customers
- Lead and guide the sales teams to deliver sales activities
- Involve in negotiation of contracts with multiple businesses
- Manage project funnel to ensure regular updates of all business opportunities
- Report to Head of Sales and dotted report line in Japan

Job Offer

- Attractive salary package with other benefits
- Career path and opportunity in a large organization
- Ownership of projects and sales growth

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

Required Skills

- Good communication skills in both Japanese and English with high level of influence and negotiation
- Previous experience in EPC business would be an advantage, otherwise, other process industry is also considered
- Good experience in account management and/or business development
- Ability to work with a hands-on approach and guiding leadership style in an international company

Company Description

The company is a global leading company in industrial equipment for engineering markets.