

## Sales Manager

### Sales Manager

#### Job Information

##### Recruiter

Michael Page

##### Job ID

1501961

##### Industry

Bank, Trust Bank

##### Company Type

International Company

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

8 million yen ~ 10 million yen

##### Salary Bonuses

Bonuses paid on top of indicated salary.

##### Refreshed

November 5th, 2024 15:56

#### General Requirements

##### Career Level

Mid Career

##### Minimum English Level

Business Level

##### Minimum Japanese Level

Fluent

##### Minimum Education Level

Bachelor's Degree

##### Visa Status

Permission to work in Japan required

#### Job Description

The role is at an international company with an established market in Japan. Be a visible leader in the marine industry by driving both internal and external stakeholders towards commercial objectives.

##### Client Details

The Company specializes in marine engineering and solutions. They have a strong market presence in the marine industry and have identified Japan as key growth market in their APAC strategy.

##### Description

- Proactively promote the company's solutions to create a strong market presence in Japan and build long-term relationships with customers

- Identifying key players and customers in the marine and shipping industries and driving growth by originating new business opportunities with them
- Develop tailored business cases and value propositions for the company's solutions by understanding customer needs and decision making processes
- Lead technical and contractual negotiations and ensure quality aspects related to commercial, technical, as well as risk a compliance are all addressed
- Work closely together with the business development team to develop and close pilot case deals together
- Maintain sales opportunities in data in CRM

#### **Job Offer**

- Independent work environment and high flexibility
- High visibility and career potential in a key investment market for the company
- Competitive salary, health insurance, social insurance, commute allowance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **Required Skills**

- Fluent Japanese and business level English is required
  - Excellent communication, influencing and public speaking skills
  - Key understanding of shipping and marine industry
  - Consultative selling skills, with the ability to understand customer needs and develop solutions
  - Experience leading and managing cross-functional teams across countries
  - Ambassador mindset and commercially driven
  - Technical knowledge of shipboard systems is also appreciated
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