



PR/117661 | Japanese Speaking Senior Sales Manager

Job Information

Recruiter

JAC Recruitment UK

Job ID

1504216

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:41

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Title

Senior Sales Manager

Type of employment

Permanent Position

Salary

Negotiable

Job profile

Japanese logistics company currently are looking for a senior sales manager to manage and expand their business.

Purpose of Job

- **Sales development**

Liaises with other senior staff, particularly in head office in Japan and other group companies, to determine the range of services to be sold, contributes to the development of sales strategies.

- **Strategies**

Researches market demands based on reports from Sales team and sets up strategies cooperating with other Senior management members.

- **Cooperation with other subsidiaries including Parent company in Japan**

Develops business cooperation within group companies to meet customers' demands using all the knowledge of the Group Network.

Key areas of Responsibility

- Deals with key Japanese customer accounts yourself by providing specialised legal requirements in Japan for international shipping.
- Produces analysis and reports by collecting, analyzing, and summarizing information both for the company and for Parent company in Japan by demonstrating bilingual abilities.
- Attends monthly Senior Management meetings to liaise with other senior management staff.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Maintains sales staff by recruiting, selecting, orienting, and training employees.
- Must be aware of international variances in cultural and legal issues pertaining to sales.

This job description indicates only the main duties and responsibilities of the post. It is not intended to be an exhaustive list.

Experience/ Key Skills

- More than 10 year management experience
- International or European experience preferred
- Capable of working 5 days a week in the office

- Ability to communicate effectively
- Strong attention to detail

Location

London

Visa

VISA sponsorship considered

About our client

Logistics industry

****We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description