



【Multinational Company】 National Sales Manager-Japan

5 Branches Worldwide

Job Information

Hiring Company

Spellman High Voltage Electronics Corporation

Job ID

1506788

Industry

Medical Device

Company Type

International Company

Job Type

Permanent Full-time

Location

Japan

Salary

10 million yen ~ 15 million yen

Refreshed

November 26th, 2024 14:08

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

JOBTITLE: National Sales Manager-Japan

Primary Location: ・ Tokyo ・ Toda ・ Osaka

Report to: Vice President Sales APAC

Number of Subordinates: 5

JOBSUMMARY&PURPOSES

- The National Sales Manager will provide leadership for sales in Spellman Japan, partner with the Service Manager to

ensure high levels of customer service in Japan and partner with the Senior Strategic Account Leader – Japan to advance the growth goals of the Japan sales organization.

- This role is accountable for collaborating cross-organizationally with all functional leaders to maintain our drive for growth. To ensure customer satisfaction, understand and provide what Spellman's customers value, execute APAC goals and objectives and improve the performance of Spellman Japan business.

MAIN RESPONSIBILITIES & DUTIES

The National Sales Manager will be accountable for growth of the Japanese business, and executing the company's sales and marketing strategies, in collaboration with the APAC Managing Director, the VP Sales APAC, and the Senior Strategic Account Leader – Japan.

- Collaborate with the Senior Strategic Account Leader – Japan to craft and enhance strategic account management strategies and solutions.
- Leverage the Asia Leadership Team to enhance the collaboration and cooperation between Japan team and all other departmental functions.
- Develop annual sales budgets, regularly monitoring and controlling performance against budget, and being prepared to implement countermeasures as required to respond to shifting business conditions.
- Maintain Sales Forecast and be responsible for both accuracy and timely delivery of the forecast to key stakeholders. Coordinate with Sales, Inventory and Operations Planning and Customer Service organizations to ensure realistic forecasts and delivery plans, and appropriate inventory levels.
- Collaborate with Asia HR team on matters related to performance management of sales and administration teams, including individual development, training programs, and under-performance management.
- Manage the field sales team (Kansai and Kanto area personnel) and the inside sales administration team.
- Support events, trade shows and webinars with specific input on Spellman's high voltage power supply solutions.
- Competitor Analysis: Monitor and analyze customer business status and competitor activities, providing insights that contribute to strategic competitive analysis and market position.

Required Skills

REQUIREMENTS & COMPETENCIES

Education

- Bachelor's degree in Business Administration, Sales, Finance, or a related field. MBA preferred.

Work Experience

- Minimum of 10 years of experience in a senior management role, with a proven track record in sales, customer service, and finance.
- Extensive experience in the Japanese market, with strong knowledge of local business practices and culture.
- Experience with strategy account management and sales management.
- Demonstrated experience successfully engaging with customers to address concerns such as on-time delivery, product quality and supporting the sales organization in expanding existing customer relationships.

Knowledge & Skills

- Strong analytical and problem-solving abilities.
- Excellent leadership, communication, and interpersonal skills: Display exceptional presentation, verbal, and written communication skills, enabling effective interaction with customers and internal teams.
- Exhibit fluent business English proficiency, both in speaking and writing. A TOEIC score of at least 700 is preferred.
- Experience using Dynamics 365 (CRM) or similar customer management systems, MS Office (Excel, Word, PowerPoint, etc.). Familiar with ERP systems.

Company Description