

## Service Sales and Account Manager- Japan

### Service Sales Manager - Onshore Wind

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1506806

**Industry**

Electric Power, Gas, Water

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 9 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

November 26th, 2024 14:09

#### 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

As Service Sales & Account Manager, you will be a key member of the regional Service Commercial team, focused on enhancing customer experience and driving growth in the Service After Sales business to meet revenue, order intake, and margin targets.

#### Client Details

European Wind Turbines manufacturer focusing on Onshore Wind market.

## Description

### 1. Customer Understanding & Relationship Management

- Gain a deep understanding of customers' business models, strategies, and key decision-makers.
- Build and maintain relationships with existing and new customers.
- Create and update account sales plans aligned with business strategy.
- Identify new business opportunities based on customer needs.
- Maintain clear, consistent communication with customers to ensure high satisfaction levels.

### 1. Market Understanding

- Understand local energy markets and their impact on customer operations and maintenance strategies.
- Monitor competitors and their offerings in the market.
- Build relationships with key external industry stakeholders.
- Identify new opportunities or improvements based on market trends and competitor actions.

### 1. Sales Process & Opportunity Management

- Lead the sales process from opportunity identification to closing across all service business areas (Maintenance, Parts, Repair, Fleet Optimization, and Multibrand).
- Prepare customer presentations and pitches on service solutions.
- Generate leads and identify key value drivers to set winning strategies.
- Develop cost models and pricing strategies with internal support.
- Create compelling proposals and respond to tenders.
- Optimize deals for mutually beneficial outcomes.
- Lead negotiations, supported by the Legal team.
- Manage detailed closing plans for successful deal implementation.

## Job Offer

We offer the chance to make a meaningful impact while working in a multicultural, international environment where you can test your skills and grow professionally.

- A supportive team that collaborates and helps each other
- Strong opportunities for personal and professional development
- Extensive interaction with a wide range of stakeholders
- The chance to build strong supplier relationships
- The opportunity to shape our service sales strategy
- A role where you can contribute to a greener, more sustainable future

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.

## Required Skills

### Qualifications:

- Bachelor's or Master's degree in Business, Economics, Engineering, or Energy
- Relevant commercial experience or a strong commercial aptitude
- Experience in B2B sales, particularly in heavy industry or the energy sector (e.g., wind turbine OEMs, utilities, infrastructure, renewable energy project development, etc.)

### Competencies:

- Fluency in both written and spoken English and Japanese
- Strong commercial insight and financial literacy
- Understanding of large infrastructure project economics and financial metrics
- Excellent interpersonal skills with the ability to build and maintain strong customer relationships
- Ability to collaborate and coordinate effectively with cross-functional teams
- Team-oriented and able to work in a multi-cultural, global matrix organization
- Results-driven with a solution-oriented approach

## Company Description

European Wind Turbines manufacturer focusing on Onshore Wind market.