



PR/122447 | Sales Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1507429

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 10:20

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

Key Responsibilities

- **Sales Strategy Development**: Formulate and implement sales strategies to meet company sales targets and expand the customer base.
- **Client Acquisition**: Identify and approach potential clients, negotiate and secure contracts, and manage relationships with key accounts in the packaging sector.
- **Market Research**: Conduct market research to stay updated on industry trends, competitor activities, and customer needs.
- **Customer Relationship Management (CRM)**: Use CRM tools to manage and monitor client interactions, pipeline management, and sales performance.
- **Sales Reporting**: Prepare and present sales performance reports to senior management, including forecasting and market insights.
- **Sales Negotiation**: Lead high-level negotiations with clients, ensuring contracts are beneficial for both the company and the customer.
- **Customer Support**: Handle escalated customer service issues to ensure client satisfaction and retention.

Qualifications & Skills

- Bachelor's degree in Business, Marketing, or related field.
- 10+ years of experience in sales, preferably in the packaging industry or a similar sector.
- Strong leadership and team management abilities.

- Proven track record of meeting or exceeding sales targets.
- Excellent negotiation, communication, and interpersonal skills.
- In-depth knowledge of the packaging industry and market dynamics.
- Ability to travel as needed to meet with clients or attend industry events.

Company Description