


www.michaelpage.co.jp

Sales Director - Semiconductor

Sales Director - Semiconductor Ind.

Job Information

Recruiter
[Michael Page](#)
Job ID

1508307

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

16 million yen ~ 25 million yen

Refreshed

December 9th, 2024 15:32

General Requirements

Career Level

Executive

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

Sales Director (Semiconductor Industry) role is pivotal in driving sales growth for a prominent industrial/manufacturing company. The position focuses on securing new business, maintaining client relationships, and achieving sales targets.

Client Details

This organisation is a large-scale entity operating in the semiconductor industry. Well-established in their market, they are renowned for delivering high-quality products and services worldwide, with particular success in the Asia region.

Description

- Drive the growth of sales, securing new business opportunities and fostering existing client relationships.
- Develop and implement effective sales strategies.
- Provide leadership to the sales team, promoting a high-performance culture.
- Manage key customer relationships and participate in closing strategic opportunities.
- Analyse market trends and competitive developments.
- Prepare accurate sales forecasts and reports.
- Work closely with cross-functional teams to improve product offerings and customer experience.
- Ensure adherence to laws, regulations, and ethical business practices.

Job Offer

- Estimated annual salary of up to 22,000,000 JPY
- An opportunity to work in the vibrant city in Japan.
- Join a large and successful semiconductor company with a global footprint.
- Dynamic and supportive company culture.
- Opportunities for personal and professional development.

Take the next step in your career as a Sales Director in the semiconductor industry. We look forward to welcoming you to our team in Japan.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Sales Director should have:

- A strong background in sales within the semiconductor industry.
- Proven ability to develop and implement effective sales strategies.
- Exceptional negotiation and relationship management skills.
- Experience in leading high-performing sales teams.
- Adept knowledge of market trends and customer behaviour in the industrial/manufacturing industry.
- Outstanding communication and presentation skills.

Company Description

This organization is a large-scale entity operating in the semiconductor industry. Well-established in their market, they are renowned for delivering high-quality products and services worldwide, with particular success in the Asia region.