

# Michael Page

[www.michaelpage.co.jp](http://www.michaelpage.co.jp)

## Sales Manager

### Sales Manager

#### Job Information

##### Recruiter

Michael Page

##### Job ID

1511290

##### Industry

Machinery

##### Company Type

Small/Medium Company (300 employees or less) - International Company

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

8 million yen ~ 10 million yen

##### Refreshed

December 17th, 2024 17:12

#### General Requirements

##### Career Level

Mid Career

##### Minimum English Level

Business Level

##### Minimum Japanese Level

Native

##### Minimum Education Level

Bachelor's Degree

##### Visa Status

No permission to work in Japan required

#### Job Description

We are searching for a dedicated and results-driven Sales Manager with a passion for Industrial/Manufacturing sector. The ideal candidate will be responsible for managing the sales team, developing sales strategies, and achieving growth objectives.

##### Client Details

The company is a large international organization in the coatings industry. They are known for their commitment to innovation and their dedication to providing quality products and services to their customers across various industrial markets.

##### Description

- Lead, manage and motivate the sales team to achieve growth objectives.
- Develop and implement effective sales strategies to expand customer base.
- Maintain relationships with current accounts while growing a new customer base.
- Establish productive and professional relationships with key personnel in assigned customer accounts.

- Oversee customer support processes and organize them to enhance customer satisfaction.
- Prepare monthly, quarterly and annual sales forecasts.
- Stay up-to-date with new product launches and ensure sales team members are on board.
- Report on sales results to senior management.

#### **Job Offer**

- Comprehensive benefits including social insurance, health insurance, and commute allowance.
- Opportunity to work in a large organization with a strong focus on innovation and quality.
- A supportive and energetic work environment.
- Permanent role with opportunities for career advancement.

If you are passionate about sales, have a knack for team leadership and a keen interest in the Industrial/Manufacturing industry, we would love to hear from you. Apply today to join our team.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **Required Skills**

A successful Sales Manager should have:

- A strong understanding of the Industrial/Manufacturing sector.
- Experience in PVD and vacuum technologies, but technical sales and engineering backgrounds are also welcomed
- Excellent communication, negotiation, and team management skills.
- Strong organizational and time-management abilities.
- Aptitude in decision-making and problem-solving.

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