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## Sales Director - Industrial

### Sales Director - Industrial Company

#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1511380

**Industry**

Machinery

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

16 million yen ~ 20 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

December 18th, 2024 16:44

#### General Requirements

**Minimum Experience Level**

Over 3 years

**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

The Sales Director will be a driving force in the company's sales department, strategizing and implementing plans to expand the company's customer base within Japan.

**Client Details**

Our client is a large organization in the industrial/manufacturing industry, with a broad presence in several countries. They

are renowned for their innovative approach and commitment to superior quality.

### Description

- Develop and implement strategic sales plans tailored to the industrial/manufacturing industry
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Report on sales activity and forecast to senior management
- Ensure the correct products and services are delivered to customers in a timely manner
- Lead and motivate the sales team to achieve specific sales goals.

### Job Offer

- Travel allowance
- Company SIP benefits
- Flexible working environment with remote work options
- An inclusive and innovative company culture

If you are a dynamic and result-driven Sales Director ready to take on a new challenge, we look forward to your application.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

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### Required Skills

A successful Sales Director should have:

- A degree in Business Administration, Marketing, or a related field
- Proven sales executive experience, meeting or exceeding targets
- Ability to communicate, present and influence all levels of the organization in both Japanese and English
- Experience in the industrial/manufacturing industry (i.e. Energy, Oil and Gas, Chemical Manufacturing, Process Engineering, Pulp and Paper etc)
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise

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