

**MichaelPage**

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## Sales Manager

### Sales Manager

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1511453

**Industry**

Other (Manufacturing)

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

December 19th, 2024 10:19

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

We are seeking a dedicated and ambitious Sales Manager to spearhead sales in Japan. The ideal candidate will be results-driven with a track record of fostering client relationships and promoting sustainable growth.

**Client Details**

The company is a large organization in the aviation supplies industry. They have a significant market presence across APAC

and are recognized for their commitment to quality, innovation, and customer satisfaction.

### Description

- Develop and implement strategic sales plans to achieve company objectives.
- Establish and maintain relationships with key clients.
- Forecast annual, quarterly, and monthly sales goals.
- Identify emerging markets and market shifts.
- Undertake sales and marketing activities with travel as necessary for development of the Company's business.
- Review and analyze sales and operational records and reports.
- Coordinate with the marketing department to identify and target new clients.
- Assist and work with the Logistics Department on matters relating to suppliers such as goods certificates, packaging deficiencies, part number discrepancies, etc.
- Provide detailed and accurate sales forecasting.

### Job Offer

- Full remote and flex time
- Comprehensive benefits package including commute allowance, health insurance, and social insurance.
- A supportive and collaborative company culture that values employee growth and development.

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

- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise in aviation supplies.
- Experience in the aircraft and aerospace industry in Japan, commercial spares, logistics, engineering or MNC preferred.
- Strong business/commercial acumen with excellent negotiating skills
- Strong interpersonal, oral presentation and written communication skill
- Proven consultative selling skills to develop attractive value propositions
- Willing to travel and work in a global team of professionals
- Proficient in MS Excel, PowerPoint, Word & PowerBI. ERP experience (preferably Pentagon2000) desirable.

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