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Refractory Sales Account Manager

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Job Information

Recruiter
[Michael Page](#)
Job ID

1514140

Industry

Chemical, Raw Materials

Company Type

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

Job Type

Permanent Full-time

Location

Hyogo Prefecture

Salary

5 million yen ~ 7.5 million yen

Refreshed

December 27th, 2024 08:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The role involves developing business in Japan by building client relationships, identifying opportunities, and aligning with company strategy to maximize value. It focuses on business growth, technical expertise, and leadership while collaborating with local and global teams in the steel and metallurgy industry.

Client Details

Global leader in molten metal flow engineering, providing innovative solutions for the steel, iron, and non-ferrous industries. The company specializes in advanced refractory products, casting systems, and services that optimize the performance and safety of metal production processes.

Description

- Create, develop, and drive business in Japan, building strong client relationships and identifying new opportunities.

- Align with the company's strategy to maximize customer value.
- Increase sales through targeted business development and identifying new business opportunities.
- Build and lead a strong local sales team, ensuring alignment with company strategy.
- Enhance technical knowledge of steelmaking processes to improve customer approach and trust.
- Conduct customer visits, troubleshoot, and resolve issues such as product trials or testing.
- Collaborate with internal and global teams to develop action plans and maintain competitiveness.

Job Offer

- Permanent employment.
- Approximate salary package: 5.5M-7.7M JPY, including bonus.
- Office location: Hyogo, Kobe.
- Interview process: 3 rounds.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuka Kawase on +813 6627 6068.

Required Skills

- Education: Bachelor's or Master's degree in metallurgy, mechanical engineering, refractory materials, or a related field.
- Experience: Minimum of 3 years of experience in sales or business development of engineering products (e.g., ceramics, refractories, OEM products) or similar industries.
- Industry Knowledge: Experience in the steel or metallurgy industry is preferred but not essential.
- English: Business level

Company Description

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