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Account Sales (Tokyo)

Semiconductor - Account Sales (Tokyo)

Job Information

Recruiter
[Michael Page](#)
Job ID

1514165

Industry

Other

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

8 million yen ~ 11 million yen

Refreshed

January 10th, 2025 00:00

General Requirements

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

Looking for a dedicated Account Sales professional ready to thrive in the semiconductor manufacturing industry. The ideal candidate will exhibit a strong passion for meeting sales targets and building lasting relationships with our clients.

Client Details

Our client is a leading global player in the power semiconductor industry. As a large organization, they are renowned for their innovative solutions and commitment to quality. The company has a significant presence across various markets, with a diverse portfolio of products and services.

Description

- Develop and implement effective sales strategies
- Lead nationwide sales team members to achieve sales targets
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers

- Monitor performance metrics and suggest improvements
- 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

- Incentive Salary
- Opportunity to work with a passionate team in Yokohama
- Exposure to the latest technologies in the industrial/manufacturing industry

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

Required Skills

A successful Account Sales professional should have:

- Knowledge of semiconductor/ industrial/manufacturing industry
 - Proven experience in sales and providing solutions based on customer needs
 - Strong communication and team management skills
 - Knowledge of CRM software and Microsoft Office Suite
 - An ability to understand and analyze sales performance metrics
 - Solid customer service attitude with excellent negotiation skills
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Company Description

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