



Area Sales Manager | Maritime Industry | Fluent JPN Required

Job Information

Hiring Company

[NAVTOR Japan K.K.](#)

Job ID

1514437

Industry

Railway, Airline, Other Transport

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Nishi-ku

Salary

6 million yen ~ Negotiable, based on experience

Work Hours

9:00~18:00 (1時間休憩含む)

Holidays

土日祝

Refreshed

April 1st, 2025 13:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

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

Highlights of This Position

- **Opportunities to Use English:** High-level communication skills in both English and Japanese are essential.
- **Work Style:** Based in the Japan branch, responsible for the East Japan area.
- **Job Responsibilities:** Building customer relationships, proposing solutions, and supporting business process improvements.
- **Company Highlights:** A global leader in the e-Navigation field within the maritime industry.

From a standing start in 2011, NAVTOR has grown into a world leader in its segment, with a truly global customer base and market-proven products that have helped set new standards for the maritime industry. We are constantly looking for the right people to help us retain our position at the vanguard of the vessel e-Navigation and Performance niche.

Our regional office in Japan is seeking a motivated and engaged colleague to join the team as an Area Sales Manager for East Japan. You will be responsible for fostering strong relationships with our clients and prospects including global key accounts but also leading solutions for solving critical operational performance and environmental challenges for customers via technology.

Responsibilities

- Develop and maintain long-term relationships with clients, understanding their goals, challenges and opportunities as their primary point of contact
- Identify upsell and cross-sell opportunities for vessel's e-Navigation and Performance solutions to maximize revenue potential
- Collaborate with internal teams to deliver exceptional service and support to clients, ensuring their needs are met promptly and effectively as a global KAM
- Keep abreast of industry regulations and continue to learn the latest service portfolio to provide solutions

Benefits

- Full social insurance coverage (employment, workers' compensation, health, and pension insurance)
 - Commuting allowance (transportation expenses)
 - Defined contribution pension plan (registered workplace available)
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Required Skills**Qualifications**

- Minimum 10 years of experience in sales account management, preferably within the maritime industry
 - Excellent communication, and interpersonal skills, both in Japanese and English
 - Strong execution focuses with a passion for building relationships and solving customer's problems
 - Ideally a proven track record in maritime software sales, especially in vessel performance
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Company Description