



外資産業用ネットワークプロバイダー/日本市場拡大に伴う提案営業/社内メンバーはバイリンガル人材多数在籍

業界トップシェア製品営業。面接前のカジュアル面談も実施可！

Job Information

Hiring Company

Moxa Japan

Subsidiary

Moxa Japan合同会社 ※世界中に13拠点、従業員数は約1,300名、世界80以上の国と地域で販売する企業の日本法人

Job ID

1514807

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

5.5 million yen ~ Negotiable, based on experience

Work Hours

フレックスタイム制 9 : 00 ~ 18 : 00 (実働8時間) / コアタイム 10 : 00 ~ 17 : 00

Holidays

年間休日125日 (2024年実績) 完全週休2日制 (土・日) 祝日

Refreshed

January 9th, 2025 10:11

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation (Amount Used: English usage about 10%)

Minimum Japanese Level

Native

Other Language

Chinese (Other)

中国語は必須ではありません。

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

★It is possible to have a casual interview before the first interview.★

We established a Japanese corporation in 2020 to expand the market and strengthen the support system in Japan.

Purpose of this Position

The Sales Manager is a subject matter expert for Industrial Ethernet/Industrial Computing technology as utilized in the industrial market place. Key Account Manager is the key business development and sales interface between Customers, Moxa Sales Team, and Product Group for Moxa's specific Technology. The ideal candidate has knowledge in both vertical market (such as Factory Automation/ Railway/ Power) and network/computing as well to provide a solution based selling approach to customers.

The Sales Manager will identify and develop business opportunities, engage with Partners for biz dev / partnering activity and manage inbound vertical market related leads. The Sales Manager will work side by side with Distributor Partners to promote, educate and sell Moxa's solutions. Moxa's solutions include but are not limited to industrial computers (Linux and Windows), wireless connectivity (Cellular and Wifi), industrial Ethernet switches, security solutions, software platforms (Moxa ThingsPro and 3rd Party) and others.

The Sales Manager will promote Moxa's total solution, develop customer relationships, establish reference sites, and have primary responsibility for achieving quota for VM related sales.

Ideally the candidate is located in Tokyo, Osaka, or Nagoya, Japan and will be required to travel throughout Japan to visit current / potential key customers and industry events.

Major Areas of Responsibility

1. Sales –

- To achieve sales target of assigned territory.
- To develop and implement sales strategy/regional sales plan in the responsible territory for assigned products.
- To be responsible for successful project management and implementation.

2. Key Account Management –

- To understand market trend of **Vertical Market (VM) in Factory Automation (FA), Process Automation (PA), Power, Transportation, and Oil & Gas (O&G), Marine, Embedded Computer (EC), etc....**;
- To obtain organizational structure, business plan and long term strategies;
- To integrate Moxa resources and deliver the value-added solutions, technical supports and services; to keep good relationship and partnership.

3. Channel management –

- To support channel partner in Key Account projects.
- To monitor project, and handling competency level of channel partners and make timely recommendations to drive improvements.
- To build up win-win relationship with channel partners, and obtain mutual trust and respect.

4. Customer Satisfaction – To achieve customer satisfaction questionnaire survey and target in the responsible territory.

Others – To submit required market and sales reports timely and accurately.

Career Path

After joining us, we plan to conduct training at the head office in Taiwan for about a year (depending on the situation in Covid-19).

After that, senior employees will support you to work independently.

Selection Process : Twice

The whole interview process will be conducted virtually.

Required Skills

Required

- 4 year Bachelor's degree in relevant field or equivalent industry experience and training
- 5+ year direct sales and key account (KA) management experience.or Minimum 3-year distribution channel management experience..
- 5+ years experience of working experience in Industrial Automation related market
- Experience in network system integrator ,factory automation,railway , energy segments or transportation markets will be a plus
- Domestic and international travel will be required, will equate to 25% - 50%
- fluent in Mandarin is a plus

Able to communicate well with senior executives of channel partners and customers.

Location : 日本 (But in the first year may be Taiwan)

Tokyo Office

- 3 minutes walk from Shinbashi station(JR Yamanote Line, KeihinTohoku Line, Tokaido Line, Yokosuka Line, Tokyo Metro Ginza Line, Yurikamome)
- 5 minutes walk from Shiodome station(Toei Subway Oedo Line, Yurikamome)

Job Information

- Job Type: Permanent
- Salary: Negotiable
- Experience and ability will be taken into consideration. There will be a trial period of 3 months (there will be no difference in salary or treatment during this period).

Benefits and Allowances

- 昇給 (年1回)
- 賞与 (年1回※年度末の評価による)
- 社会保険完備 (雇用・労災・健康・厚生年金)
- 通勤手当 (上限月5万円)
- 固定残業手当 (20時間分)
- 宿泊出張手当 (日当支給5,600~7,000円/日、ホテル代13,000~17,000円以内/泊)
- 健康診断 (年1回)
- ノートPC・携帯電話貸与
- 屋内禁煙

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- 完全週休2日制 (土・日)
- 祝日
- 夏季休暇 (3日※7/1~9/30の間で任意に取得可)
- 年末年始休暇 (12/29~1/3)
- 有給休暇 (10日)
- 慶弔休暇
- 産前産後休業
- 育児時間&生理休暇
- 育児介護休業
- その他、会社が指定する日

Company Description