



Sales Manager

Excellent work/life balance

Job Information

Hiring Company

[BiOS, Inc.](#)

Subsidiary

BiOS Inc.

Job ID

1515879

Division

Sales

Industry

System Integration

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Salary Commission

Commission paid on top of indicated salary.

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General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

- Achieving growth and hitting sales targets by successfully managing the sales team
- Developing long-term relationship with assigned customer, connecting with key business executives and stakeholders
- Operate as the lead point of contact for any matters specific to the Customer
- Liaise between customer and internal teams to ensure timely and successful delivery of solutions
- Communicate clearly the progress of monthly/ quarterly initiatives to internal and external stakeholders
- Forecast and track key account metrics

- Identify and grow opportunities within the market and collaborate with internal teams to ensure growth attainment
 - Client hearing, Service consultation, Business proposals (RFP, RFQ, RFI)
 - Quote Creation
 - Quote submission
 - Contacting vendors/ suppliers
 - PO processing / Updating Order tracking sheet
 - Project Coordination / Management
 - Service reviews
 - Engineer Timesheets/ Reporting
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Required Skills

Very good understanding of Sales process

Team management ability and experience

Understanding of IT Outsourcing business is desired, but not mandatory

Over 6 years of corporate Sales experience with solid sales results

Ability to strengthen relationship with existing customers

Company Description