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Senior Sales Manager - Coatings (Remote - Osaka/Tokyo)

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Job Information

Recruiter
[Michael Page](#)
Job ID

1515901

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

14 million yen ~ 20 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

January 17th, 2025 17:24

General Requirements

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

We are seeking a highly motivated and results-oriented Sales Manager to join our growing team in Asia. This key role will be responsible for driving significant revenue growth in the Japanese market while also exploring and developing new business opportunities in Indonesia.

Client Details

A global leader in the manufacture, distribution, and sale of paints, coatings, and related products. Our client has a diverse product range, strong distribution network, and is a well-known brand worldwide. They are currently seeking to grow their operations in Japan.

Description

- **Lead Sales & Marketing Activities in Japan:** Develop and execute comprehensive sales and marketing strategies to achieve aggressive sales targets in the Japanese market.
- **Key Account Management:** Build and maintain strong relationships with key accounts in Japan, identifying their needs and providing tailored technical solutions.
- **Business Development:** Identify and pursue new business opportunities within the business scope, expanding market share and identifying new customer segments.

Job Offer

Competitive Salary & Benefits

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Chris McCottry on +81 3 6832 8963.

Required Skills

- Solid sales experience in the coatings industry
 - Business-Level English
 - Native-Level Japanese
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Company Description

We are the No. 1 supplier into most of the major foreign headquartered Companies across Tokyo and have an office of over 200 Consultants here in Japan. As a result, we attract some of the strongest candidates available. We have been operating in Japan for over thirteen years and have an International presence enabling us to draw on a network which spans across 161 offices in 33 countries worldwide. In particular, the Asia Pacific region in line with our US, UK and Australian offices work closely to share market knowledge and information as well as candidates & clients in a discretionary manner.