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Sales Manager - Aluminium

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Job Information

Recruiter
[Michael Page](#)
Job ID

1515925

Industry

General Import, Export

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ 17 million yen

Refreshed

January 17th, 2025 17:43

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

We are seeking a dedicated Sales Manager who will be responsible for supporting the sale of primary aluminium products in Japan or other regions . In addition, you will manage and develop relationship with customers and business partners including end users, trading houses and service providers.

Client Details

Our client is a large organization in the Energy & Natural Resources sector. With a global footprint, this Tokyo-based firm is recognized for its commitment to innovation and sustainability.

Description

- Develop and execute strategic sales plans to achieve corporate objectives.
- Manage key customer relationships and participate in closing strategic opportunities.
- Monitor customer, market and competitor activity to ensure competitive solutions and product offerings.
- Coordinate with marketing team to develop marketing plans and promotional activities.
- Provide feedback from market and customers to internal teams.
- Drive the sales process from plan to close.
- Lead and manage the sales team to achieve set objectives and targets.

- Develop and manage sales budgets and oversee the sales financial metrics.

Job Offer

- Competitive salary package: 15,000,000 JPY
- Opportunity to work in a vibrant, international work environment in Tokyo.
- Comprehensive benefits package.
- Great work-life balance with ample holiday leave.
- Opportunity to work in a sector committed to sustainable practices and innovation.

We encourage all those who are passionate about driving sales and have a love for the Energy & Natural Resources industry to apply for this exciting role in Tokyo.

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

A successful Sales Manager - Aluminium should have:

- A Bachelors Degree
- Sales experience in the Energy & Natural Resources industry.
- Strong leadership and customer management abilities.
- Excellent negotiation and communication skills.
- Proficiency in English and Japanese languages.

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.