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Sales Manager/Business Development Manager

Sales Semiconductor Trading

Job Information

Recruiter
[Michael Page](#)
Job ID

1515984

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

January 20th, 2025 17:13

General Requirements

Minimum Experience Level

Over 3 years

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

Looking for an Experienced Sales Manager or Business Development Manager with proven track record from the semiconductor industry, supporting to keep expanding the Japan market.

Client Details

One of the largest independent distributors in the semiconductor and electronic components industry, and currently ranks 11th among all global distributors.

Description

- Develop and implement effective sales strategies.
- Lead nationwide sales team members to achieve sales targets.
- Establish productive and professional relationships with key personnel in assigned customer accounts.
- Negotiate and close agreements with large customers.
- Monitor and analyze performance metrics and suggest improvements.

- Prepare monthly, quarterly and annual sales forecasts.
- Provide timely and effective solutions aligned with clients' needs.
- Stay up-to-date with new product launches and ensure sales team members are on board.

Job Offer

- Competitive base salary based on candidate's background and skillset, plus uncapped incentive.
- Opportunities for career progression within the company.
- A collaborative and supportive international work environment.

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Ming Luo on +81 3 6627 6087.

Required Skills

A successful Candidate should have:

- Proven work experience in the semiconductor industry
 - Experience in selling various types of semiconductor devices
 - In-depth understanding of the sales process.
 - Strong communication, negotiation, and interpersonal skills.
 - Self-motivated and driven.
 - Experience working at semiconductor/electronics trading companies is a plus
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Company Description

One of the largest independent distributors in the semiconductor and electronic components industry, and currently ranks 11th among all global distributors.