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## Regional Sales Manager - Power Supplies

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#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1517276

**Industry**

Electronics, Semiconductor

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 15 million yen

**Refreshed**

January 27th, 2025 09:07

#### 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

This is a fantastic opportunity for a motivated and goal-oriented individual to join our team as a Regional Sales Manager in the industrial/manufacturing industry of power supplies, based in Tokyo. The ideal candidate will be responsible for implementing sales strategies, forecasting sales targets, and nurturing relationships with clients and partners.

#### Client Details

Our client is an global organisation that specialises in the industrial and manufacturing industry. With a strong commitment to innovation and quality, they are globally recognised for their high-end products and customer-centric approach. The firm has a diverse and inclusive workforce, and they constantly strive to provide an environment where employees can learn, grow, and thrive.

#### Description

- Develop and implement effective sales strategies
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers
- Monitor and analyse performance metrics and suggest improvements
- Prepare monthly, quarterly and annual sales forecasts

- Perform research and identify new potential customers and new market opportunities
- Provide timely and effective solutions aligned with clients' needs

#### **Job Offer**

- A competitive salary of JPY 10,000,000 to 15,000,000
- Opportunities for professional development and career progression
- A vibrant and inclusive company culture
- The chance to work in the heart of Tokyo
- Comprehensive benefits package

We encourage all candidates who believe they could make a significant contribution to our team as the Regional Sales Manager to apply. This is an excellent opportunity for a driven individual to grow their career in the industrial/manufacturing industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

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#### **Required Skills**

A successful Regional Sales Manager should have:

- Bachelor's degree in Business, Marketing, Communications, or electrical engineering.
- Proven work experience in sales with power supply products
- Knowledge of CRM software and Microsoft Office Suite
- Proficiency in English and Japanese
- Strong communication, negotiation and leadership skills
- Understanding of sales performance metrics
- Ability to lead and motivate a high performance sales team
- Strong customer service and salesmanship skills

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#### **Company Description**

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