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Sales Specialist - Automation

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Job Information

Recruiter

Michael Page

Job ID

1518949

Industry

Software

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Refreshed

January 31st, 2025 10:48

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

The Sales Manager will excel in driving revenue growth and **expanding the business** in the manufacturing sector. This role requires strong strategic thinking skills, and excellent communication skills to build and maintain strong relationships with clients.

Client Details

Our client is a global leader in 3D manufacturing simulation for the factory automation industry - helping manufacturers design, optimise and improve production processes. They have been in the forefront of industrial innovation for over 20 years, working with manufacturers worldwide to drive efficiency and productivity. With a strong international presence and culture of innovation, they are now expanding to Japan. This is an exciting opportunity to join the team at an early stage and **play a key role in building the business in the Japanese market.**

Description

They are seeking a Sales Specialist to drive business growth and establish strong relationships with customers in the manufacturing industry. This is a unique opportunity to be part of a global company while shaping the success of their business in Japan.

- Develop and manage relationships with **manufacturing clients**, understanding their challenges and providing tailored solutions
- Identify new business opportunities and drive sales growth in Japan
- Work closely with our **global headquarters**, collaborating with sales, engineering, and product teams
- Attend **industry events and expos globally** to build brand awareness and network with key stakeholders
- Take a proactive approach to problem-solving and drive the **adoption of innovative technologies** in the industry

Job Offer

- Work with industry leaders and collaborate with an international team
- Take on a high-impact role in a growing organization
- Be part of a company that values creativity, ownership, and teamwork
- Travel to international industry events and contribute to the expansion of our Japan operations

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

Required Skills

- **5-7 years of experience** in solution sales (experience in manufacturing or industrial solutions preferred)
 - Strong ability to engage with clients, understand their business needs, and provide consultative solutions
 - **Fluent Japanese and business-level English** (to communicate effectively with international teams)
 - Self-motivated, adaptable, and eager to take ownership in a fast-growing company
 - Experience working in an **international or multicultural environment** is a plus
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Company Description

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