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Sales Manager KDDI

Sales Manager for KDDI

Job Information

Recruiter
[Michael Page](#)
Job ID

1519035

Industry

Hardware

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Refreshed

February 3rd, 2025 14:26

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

This role is for an exceptional Sales Manager who will be responsible for driving the sales strategy and operations within the Technology & Telecoms sector for our Tokyo based team. The Sales Manager will focus on building strong relationships with key accounts, specifically with KDDI, to foster growth and profitability.

Client Details

Our client is a large, global organization in the Technology & Telecoms industry, with a strong presence in the Asian market. Known for their cutting-edge technology solutions, they are committed to driving innovation and providing superior quality service to their customers.

Description

- Developing and executing a strategic sales plan to meet or exceed company sales targets
- Building and maintaining strong, long-lasting relationships with key accounts, particularly KDDI
- Overseeing sales operations and ensuring team performance aligns with company goals
- Identifying growth opportunities and market trends in the Technology & Telecoms industry
- Collaborating with cross-functional teams to improve customer experience
- Managing sales budgets and forecasting sales performance

- Providing regular sales performance updates to senior management
- Ensuring compliance with company policies and industry regulations

Job Offer

- An attractive salary package based on experience
- Opportunities for professional growth and career advancement within the Technology & Telecoms industry
- A collaborative and innovative work environment in Tokyo
- Comprehensive benefits package

We invite all qualified individuals who thrive in a fast-paced, innovative environment to apply for this exciting opportunity as a Sales Manager in Tokyo.

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

For a confidential discussion about this role please contact Faye Pan on +813 6832 8988.

Required Skills

A successful Sales Manager should have:

- A degree in Business, Marketing, or a related field
 - Proven track record of meeting or exceeding sales targets
 - Experience working with key accounts in the Technology & Telecoms industry, preferably with KDDI
 - Strong leadership abilities and excellent communication skills
 - Proficiency in strategic planning and business development
 - An understanding of the Asian market, particularly Tokyo
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Company Description

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