



Sales Director / 営業部長

Job Information

Recruiter

Ahead Japan

Hiring Company

IT Consulting Leader

Job ID

1521292

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Refreshed

March 7th, 2025 06:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Other Language

Chinese (Mandarin) - Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are looking for a director level person for business expansion.
You will be responsible for the following tasks while communicating closely with our representative.

Main duties

- Manage existing accounts (mainly in the manufacturing industry)
- Project delivery management
- PL (profit and loss statement) management
- Training and evaluation of team members
- Developing new clients and building client relationships (sales activities)
- Develop and promote company strategies

Required Skills

Experience/skills in all of the following

- At least 5 years of experience in a consulting firm
- Project management experience
- Expertise in manufacturing or IT industry
- Experience in PL (profit and loss statement) management

Welcomed skills/experience

- Proven track record of developing new clients
 - The kind of person we are looking for
 - Ability to think (we place importance on the ability to visualize and think out of the box, regardless of age or experience, as we often work on new things)
 - Communication skills (ability to “communicate” in a way that others can understand, ability to read what others want to say as early as possible)
 - Mind/mentality (attitude to continue taking on challenges, ability to face a new environment with sincerity and devote oneself to it, and humility)
- (Have your own ideas/opinions, be clear and open about them, and be able to make people around you want to work with you, or be willing to do so).

Company Description