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Sales Manager - Connectors

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Job Information

Recruiter
[Michael Page](#)
Job ID

1521386

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6.5 million yen ~ 10 million yen

Refreshed

February 10th, 2025 15:45

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are seeking an enthusiastic and motivated Sales Manager to join our industrial manufacturing sales team. The successful candidate will be responsible for strategies and implementing sales plans and achieving sales targets.

Client Details

Our client is a large organisation in the industrial and manufacturing sector, recognised globally for its high-quality products and innovative solutions. With a strong presence globally across various fields, they continually strive to expand their reach and improve their offerings.

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
- Provide timely and effective solutions aligned with client's needs

Job Offer

- An attractive salary package of approximately 8,000,000 JPY with an additional 20% incentives
- Conducive work environment that fosters skill development and personal growth
- Opportunity to work in one of the vibrant cities
- Competitive vacation and holiday leave

We encourage ambitious candidates seeking to make a significant impact in the industrial and manufacturing sector to apply. This is a great opportunity to advance your career.

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.

Required Skills

A successful Product Sales Manager should have:

- A degree in Business Administration or relevant field
 - Proven work experience in sales management with connectors or electronics business
 - Excellent knowledge of CRM software and Microsoft Office Suite
 - Understanding of sales performance metrics
 - An ability to understand and analyse sales performance metrics
 - Solid customer service attitude with excellent negotiation skills
 - Strong communication and team management skills
 - Native Level Japanese, Business Level English
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Company Description

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