

Michael Page

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Distribution Sales Manager - Machinery

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Job Information

Recruiter
[Michael Page](#)
Job ID

1522443

Industry

Machinery

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8.5 million yen ~ 13 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

February 18th, 2025 14:48

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

An exciting opportunity has arisen for a dedicated Distribution Sales Manager in the machinery field based in Japan. The role involves managing sales distribution channels, enhancing partnerships, and driving business growth.

Client Details

Our client is an organization in the manufacturing sector (machinery and tooling) with a global reach. With a focus on

innovation and quality, they consistently strive to provide top-class products and services to their customers.

Description

- Manage and optimize sales distribution channels across Japan.
- Develop strategies to drive sales and business growth.
- Nurture and enhance relationships with partners and clients.
- Monitor and analyze sales performance and market trends.
- Collaborate with internal teams to ensure product availability and timely delivery.
- Provide training and support to sales teams to boost performance.
- Coordinate with marketing team to create effective promotional strategies.
- Maintain compliance with company policies and industry regulations.

Job Offer

- A salary package ranging from 8,000,000JPY to 1 per annum
- Profit sharing and sales incentives.
- Opportunities for professional growth and development.
- The flexibility of working from home.
- A vibrant company culture that values innovation and collaboration.

Seize the opportunity to contribute to a leading company in the industrial/manufacturing sector. We encourage all aspiring Distribution Sales Managers based in Japan to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

Required Skills

A successful Distribution Sales Manager should have:

- A degree in Business, Marketing, or a related field.
- Proven experience in a sales or distribution management role within the industrial/manufacturing sector.
- Strong leadership and team management skills.
- Excellent communication and negotiation abilities.
- Proficiency in strategic planning and business development.
- Knowledge of market research and analysis.
- Good communication skill in Japanese and English

Company Description

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