

NIPPON POP RIVETS AND FASTENERS LTD.

Head of Sales & Marketing, Professional & Industrial, Japan

100年を超える歴史がある世界最大の電動工具メーカー。世界各国で愛されています。

Job Information

Hiring Company

NIPPON POP RIVETS AND FASTENERS LTD.

Job ID

1528726

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Yurakucho Line, Kojimachi Station

Salary

10 million yen ~ 13 million yen

Holidays

完全週休二日制（土日祝）

Refreshed

April 4th, 2025 00:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Head of Sales & Marketing, Professional & Industrial, Japan

Make A Difference For Those Who Make The World™

It takes great people to achieve greatness. People with a sense of purpose and integrity. People with a relentless pursuit of excellence. People who care about making things better For Those Who Make The World™. Sound like you? Join our top-

notch team of nearly 60,000 professionals globally who are making their mark on some of the world's most beloved brands, including DEWALT®, STANLEY® and BLACK+DECKER®

What You'll Do

As a Head of Sales & Marketing you'll be part of our Commercial team located in Tokyo. You'll get to:

- Reporting to GM of T&O Commercial Japan and take full responsibility for Professional & Industrial business P&L
- Develop and execute professional & Industrial(P&I) sales and marketing strategic plan
- Take ownership of the sales and marketing cycle which includes listing presentations, execution, forecasting and promotional planning for P&I business
- Continuously evolve and understand the competitive landscape in order to secure P&I sales
- Provides P&I marketing, brand, product and management team competitive insights and recommendations
- Co-Work with Marketing & Pricing teams to develop pricing strategy
- Build and manage Sales & Marketing, P&I business team and ensure the team hits all goals for sales and profitability
- Great working relationship with SBD supporting team and the customers. Maintains a complete database, and able to quickly react when called upon for reports and data inquiries.
- Efficient and flexible, willing to step up help with any given project or opportunity, demonstrates strong partnership in planning, forecasting, presentations, analysis, and balancing work loads.

How You'll Feel

We want our company to be a place you'll want to be – and stay. Being part of our team means you'll get to:

- **Grow:** Be part of our global company with 20+ brands to grow and develop your skills along multiple career paths.
- **Learn:** Have access to a wealth of learning resources, including our Lean Academy, Coursera® and online university.
- **Belong:** Experience an awesome place to work, where we have mutual respect and a great appreciation for diversity, equity and inclusion.
- **Give Back:** Help us continue to make positive changes locally and globally through volunteerism, giving back and sustainable business practices.

What's more, you'll get that pride that comes from empowering makers, doers, protectors and everyday heroes all over the world. We're more than the #1 tools company. More than a driving force in outdoor power equipment. More than a global leader in industrial. We're visionaries and innovators. As successful as we've been in the past, we have so much further to go. That's where you come in. Join us!

Required Skills

Who You Are

You always strive to do a good job...but wouldn't it be great if you could do your job and do a world of good? You care about quality – at every level. You love to learn and grow and be acknowledged for your valuable contributions. You're not intimidated by innovation. In fact, you embrace it. You also have:

- 10+ years related experience in Sales & MKT
- Fluent written and verbal communication skills in English
- Mandatory experiences on Power tool industry
- Experience managing P&L
- Bachelor's degree in business administration, Marketing (Preferred) or equivalent. Masters/MBA Preferred
- Financial skills: Demonstrates knowledge of financial dynamics and the implications for the organization preferred
- Ability to develop and manage budgets, pricing strategies and ROI analysis.
- Strong entrepreneurial spirit with an eagerness to meet and exceed goals and targets
- Well-developed analytical skills
- Great attention to details
- Strong work ethic; High energy level and highly motivated. A self-starter
- Ability to expand skills and take on additional responsibility in the future
- Assertive, organized and strong follow-through
- Ability to think analytically and make decisions based on numbers and/or fact-based information
- Ability to understand the cross functional pieces of the SBD business process and bring value added thinking to improve the target business process
- Excellent Interpersonal skills; a strong team player.
- Ability to multi-task, problem-solve, and prioritize in a fast-paced working environment.

Company Description