

# MichaelPage

[www.michaelpage.co.jp](http://www.michaelpage.co.jp)

## Inside Sales - Connectivity Solutions

### Inside Sales - Connectivity Solutions

#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1529204

**Industry**

Electronics, Semiconductor

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 8 million yen

**Refreshed**

March 27th, 2025 15:20

#### General Requirements

**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

We are seeking a dedicated and driven Inside Sales professional who will be responsible for managing customer relationships and sales within our Industrial / Manufacturing department. The role involves identifying potential opportunities, generating new sales, and achieving sales targets. The ratio of existing to new clients is 90% (existing) to 10% (new).

#### Client Details

The client is a large organisation that specialises in providing connectivity solutions to industrial, manufacturing and technology sectors. Known for their high standards of quality and customer service, they have a strong presence across the globe. Their diverse team of professionals is committed to delivering innovative solutions to their clients, which includes large and small enterprises.

#### Description

- Manage and grow customer relationships within the industrial, manufacturing and technology sectors
- Identify potential sales opportunities and generate new business
- Achieve sales targets and objectives
- Work closely with the sales team to develop and implement sales strategies
- Provide exceptional customer service to clients

- Stay updated with industry trends and market conditions
- Prepare sales reports and forecasts
- Maintain a comprehensive knowledge of all products and services

#### **Job Offer**

- An estimated salary range of 6,000,000 - 8,000,000 JPY per annum
- A supportive and professional work environment in Tokyo
- Opportunities for career growth and development
- Competitive benefits package
- Working with a global team

We encourage all qualified candidates who are ready to take their career to the next level to apply.

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 degree in Business, Marketing, or a related field
- Proven experience in BtoB sales
- Strong customer service and relationship management skills
- Excellent communication and negotiation skills
- A results-driven approach and the ability to meet sales targets
- Native Level Japanese, Business Level English

---

#### **Company Description**

The client is a large organization that specializes in providing connectivity solutions to industrial, manufacturing and technology sectors. Known for their high standards of quality and customer service, they have a strong presence across the globe. Their diverse team of professionals is committed to delivering innovative solutions to their clients, which includes large and small enterprises.