

Michael Page

www.michaelpage.co.jp

Sales Executive

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Job Information

Recruiter
[Michael Page](#)
Hiring Company

Testing Inspection Certification and Safety

Job ID

1530356

Industry

Other (Manufacturing)

Company Type

Large Company (more than 300 employees)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 7 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 2nd, 2025 16:25

General Requirements

Minimum Experience Level

Over 1 year

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

The Sales Executive will manage and grow the client base in the disaster prevention business and/or construction material department in Tokyo. The role requires a passion for sales, strong relationship-building skills, and a deep understanding of the technology and telecoms market.

Client Details

Our client is a large organization in the TIC and Safety industry. This company, based in Tokyo, has an international presence and is known for its commitment to innovation and quality.

Description

- Develop and manage relationships with new and existing clients in the construction and industrial sector.
- Understand client needs and propose solutions that meet these needs.
- Negotiate contracts with clients, working closely with the legal and finance teams.
- Monitor sales metrics and meet or exceed sales targets.
- Stay current with the latest developments in the disaster prevention business and safety industry.
- Collaborate with other departments to ensure client satisfaction.
- Prepare and present sales reports to senior management.
- Participate in industry events and conferences to network and promote the company's products and services.

Job Offer

- Generous holiday leave and standard benefits.
- A supportive and innovative company culture.
- The opportunity to work in a dynamic and fast-paced industry.
- The chance to make a significant impact on the company's success.

If you are a motivated and experienced Sales Executive, we encourage you to apply for this exciting opportunity in the technology and telecoms industry in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

Required Skills

- A degree in business, marketing, technology, or a related field.
- Proven sales experience, preferably in the building environment, construction, safety or manufacturing industry.
- Excellent communication and negotiation skills.
- A strong understanding of the technology and telecoms market.
- The ability to work independently and as part of a team.

Company Description

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