

MichaelPage

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Senior Sales Specialist

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Job Information

Recruiter

Michael Page

Job ID

1533300

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6.5 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 17th, 2025 11:22

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The sales specialist is required to drive business growth and forge strong relationships with new and existing clients in the Industrial / Manufacturing industry. The candidate should have a keen understanding of the market trends, product knowledge, and the ability to craft and implement effective sales strategies.

Client Details

The company is a large organization based in Tokyo, with a strong presence in the Industrial / Manufacturing sector. They have a reputation for high-quality products and a commitment to innovation, consistently aiming to stay at the forefront of their industry.

Description

- Develop and implement sales strategies aligned with company goals
- Identify potential clients, and the decision makers within the client organization
- Establish and maintain relationships with current and prospective clients
- Coordinate with internal teams to ensure client needs are met
- Stay updated with market trends and competitor activities
- Provide feedback to the management regarding customer needs
- Prepare and deliver presentations and proposals to clients
- Achieve sales targets and outcomes within schedule

Job Offer

- Commute allowance
- Health and social insurance benefits
- Opportunity to work in a multicultural and diverse environment
- Chance to grow and develop within a large organization based in Tokyo

We encourage all qualified candidates to apply and look forward to reviewing your application.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

A successful sales specialist should have:

- Fluent Japanese and business level English
- Familiarity with mechanical engineering systems
- Proven sales experience in the Industrial, Manufacturing, or Automotive sector
- Ability to build and maintain client relationships
- Excellent communication and negotiation skills
- Ability to work in a team and independently
- Strong understanding of market dynamics and requirements

Company Description

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