

**MichaelPage**

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**Sales Manager (Electronics) ★ Tokyo****Sales Manager (Electronics) ★ Tokyo****Job Information****Recruiter**

Michael Page

**Job ID**

1534914

**Industry**

Electronics, Semiconductor

**Company Type**

Small/Medium Company (300 employees or less)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 12 million yen

**Refreshed**

April 23rd, 2025 17:14

**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**

An exciting opportunity has arisen for a dedicated and results-driven Sales Manager to join a reputed organization within the Electronics Manufacturing industry in Tokyo. The successful candidate will be responsible for driving sales, developing business strategies, and maintaining strong relationships with key stakeholders.

**Client Details**

Our client is a leading global player in the Electronics and power semiconductor industry. As a large organization, they are renowned for their innovative solutions and commitment to quality. The company has a significant presence across various markets, with a diverse portfolio of products and services.

**Description**

- Developing and implementing effective sales strategies
- Leading nationwide sales team members to achieve sales targets
- Establishing productive and professional relationships with key personnel in assigned customer accounts

- Negotiating and closing agreements with large customers
- Monitoring and analyzing performance metrics and suggest improvements
- Preparing monthly, quarterly and annual sales forecasts
- Performing research and identifying new potential customers and new market opportunities
- Providing timely and effective solutions aligned with clients' needs

#### **Job Offer**

- Opportunity to work in a global organization in the electronics and semiconductor sector
- Chance to be part of a professional and motivated team in Tokyo
- Great career progression opportunities

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

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#### **Required Skills**

A successful Sales Manager should have:

- Knowledge of electronics /semiconductor/ industrial/manufacturing industry
  - Proven experience in sales and providing solutions based on customer needs
  - Strong communication and team management skills
  - Knowledge of CRM software and Microsoft Office Suite
  - An ability to understand and analyze sales performance metrics
  - Solid customer service attitude with excellent negotiation skills
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