

MichaelPage

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Sales Manager

Sales Manger - Full Remote

Job Information

Recruiter

Michael Page

Job ID

1534962

Industry

Bank, Trust Bank

Company Type

International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

5 million yen ~ 9 million yen

Refreshed

April 24th, 2025 12:08

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 Manager is responsible for driving sales growth and managing relationships with key clients in the marine sector in Osaka. This person plays a crucial role in identifying and securing new business opportunities while nurturing existing partnerships.

Client Details

The company is a well-established player in the industrial/manufacturing industry. Despite being a large organization, they pride themselves on maintaining agility and innovative spirit. They have a robust global presence with a focus on continuous growth and improvement.

Description

- Drive sales growth in the industrial/manufacturing sector
- Develop and implement strategic sales plans
- Foster and maintain relationships with key clients

- Identify and secure new business opportunities
- Collaborate with cross-functional teams to enhance customer satisfaction
- Monitor market trends and competitor activities
- Manage sales budget and forecasts
- Provide leadership and mentoring to sales team

Job Offer

- Comprehensive benefits including full remote work following the training period, health insurance, social insurance
- Retirement allowance offered after 3 years of employment
- A vibrant, inclusive culture that values innovation and teamwork
- Opportunities for professional growth and career progression

If you are a motivated, results-driven individual with a passion for sales in the industrial/manufacturing sector, we'd love to hear from you. Apply today and take the first step towards a rewarding career in Osaka!

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 Manager should have:

- A degree in Business, Sales, Marketing or related field
- Proven experience in sales management, preferably in the industrial/manufacturing sector
- Experience working with marine/shipbuilding/shipyards customers is warmly welcomed
- Excellent leadership skills and the ability to drive team performance
- Strong understanding of customer and market dynamics
- Outstanding negotiation skills with a problem-solving attitude
- Proficiency in English and Japanese

Company Description

The company is a well-established player in the industrial/manufacturing industry. Despite being a large organization, they pride themselves on maintaining the agility and innovative spirit of a startup. They have a robust global presence with a focus on continuous growth and improvement.