



Country Manager (Broadband Network Solution)

High Potential Growth Company

Job Information

Recruiter

Propel Consulting K.K.

Job ID

848544

Industry

Internet, Web Services

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience ~ 40 million yen

Refreshed

December 18th, 2024 00:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

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

- 10+ years experience
- Strong verbal and written communication skills in English and Japanese (Must be able to communicate in both languages)
- Revenue generation and sales management
- Experience with network and telecommunication products and solutions (Broadband, FTTH) to Cable TV, Broadcast Service Providers and Critical Infrastructure verticals in Japan
- Established industry contacts in the region
- Consistent top performance within previous sales positions
- Technical understanding of the telecom networking space
- Minimum Bachelor's degree or extensive demonstrated experience
- Must be passionate about sales and have an entrepreneurial ability to execute a business plan
- Demonstrated capability to deliver against aggressive goals
- Exceptional interpersonal, communication and presentation skills

- Possess integrity, self-motivation, and professionalism to collaborate well with others
- Passionate about success and recognized for a driven and ambitious nature.
- Superior organizational skills and outstanding communication skills, including the willingness to voice opinions in a constructive/confident manner
- Outstanding attention to detail is required as this is a high-impact position within our organization and our industry
- Travel is required for this role, and flexible work hours are expected at times.(Some evening calls and weekend travel required)

Company Description

Propel Consulting is an Executive Search Company based in Tokyo. We specialise in providing international businesses with bilingual executives and mid-level professionals.

Our team of experienced consultants collaborate to identify and service the unique needs of candidates and clients across a wide range of industries. We achieve excellence by developing creative solutions that utilise our broad-reaching networks, technology based tools and relevant expertise.

Our innovative approach ensures that we can introduce the best candidates to our clients and the best opportunities to our candidates.

We have helped numerous professionals to join some of the leading international companies in Japan. Our experience enables us to provide candidates with the best opportunities available in their industry.

We will also provide help and support throughout the entire process including: interview advice, resume tips, compensation negotiation and helping you to resign from your present position.

For more information about Propel Consulting, please visit our website: <http://www.propel.co.jp>