

RE Sales Manager 👍 独占求人

Global Tire Manufacturer

募集職種

採用企業名

Shandong Linglong Tyre Co., Ltd

求人ID

1444408

業種

自動車・自動車部品

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 1000万円

更新日

2024年07月04日 07:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

その他言語

中国語：北京語 - ビジネス会話レベル

Chinese preferred but not required

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Position Summary:

Shandong Linglong Tyre Co., Ltd is looking for a dedicated individual with strong communication and interpersonal skills who is able to build effective business relationships. The candidate must demonstrate the ability to work effectively across multiple disciplines in the organization and possess a minimum of 5 years of experience in tire sales. The position will be responsible for all facets of Replacement tire sales in Japan for all product groups (PCR, LTR, TBR and Agricultural).

Essential Functions:

- Be responsible for strategic planning and new business development to ensure continuous growth in line with the company's forward plan.
- Play a lead role in gathering market information to ensure competitiveness in technology and cost.
- Achieve monthly/ yearly sales goals while maintaining or exceeding company profit target.
- Establish business connectivity and implement actions to win new Replacement tire business opportunities and maintain current accounts.
- This position will require the successful person to be customer-facing with key accounts using their personal selling skills and building long-term relationships.
- Achieve the sales plan and meet goals through gaining an extensive understanding of the customer's requirements and aligning those needs to build sales revenue.
- Finish other works from the HQ.

スキル・資格

Qualifications:

- Bachelor's Degree in business, engineering or a field directly related to the position.
- 5 years of experience in tire sales.
- Authorization to work in Japan.
- Strong communication, analytical, presentation and interpersonal skills.
- Ability to travel both domestically and internationally.
- Ability and desire to achieve the desired results set forth by management.
- In depth knowledge of tire sales, account management and channel distribution.
- Ability to work with cross-functional and international teams.
- Ability to work on multiple projects concurrently.

会社説明

Founded in 1975, Shandong Linglong Tyre Co., Ltd. is a specialized and large-scale technology-oriented tire manufacturer with leading products like high performance passenger car radial (PCR) tires, light truck radial (LTR) tires, tens of thousands of all-steel radial truck and bus radial (TBR) tire specifications.

Shandong Linglong Tyre Co., Ltd. is a Chinese leading tire manufacturing enterprise, which has established manufacturing bases in Zhaoyuan, Dezhou, Liuzhou, Jingmen, Changchun, Thailand, and Serbia (under construction). Furthermore, Linglong has R&D centers in Zhaoyuan, Yantai, Jinan, Beijing, Shanghai and North America and testing office in Europe to develop the cutting-edge technology. Linglong's products are sold to 173 countries and are well accepted by nearly 100 manufacturing bases of global OEMs with stable and reliable quality, which has entered the global supplier system of world-class automakers.