



International Sales Manager

Ranked #1 Global Independent Distributor

募集職種

採用企業名

Smith & Associates Far East Ltd.

求人ID

1475745

業種

流通

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年04月07日 07:00

応募必要条件

職務経験

10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

流暢

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

International Sales Manager

Responsibility

- Identify and develop potential customers and vendors worldwide.
- Conduct diligent research online and approach prospective customers via phone and other communication methods.
- Handle daily communication and provide excellent service to new and existing customers.
- Provide sales and administrative support to existing customers.
- Research and develop an in-depth understanding of electronic components and market trends.
- Participate and assist in ad hoc projects.

スキル・資格

Requirement

- Bachelor's degree or above in any discipline.
- 10+ years of electronics sales experience in franchise, distribution, or manufacturing.
- Experience in handling key accounts in automotive industry, industrial equipment industry, semiconductor equipment manufacturing, Consumer industry (Toyota, Denso, Toshiba, Tokyo Electron, Fujifilm, Panasonic, Hitachi, Mitsubishi Electric etc) is preferred.
- Results-oriented attitude to approach and tackle problems with actionable solutions.
- Self-motivated with a hunger for success.
- Ready and willing to embrace challenges and achieve bold goals.
- Possess a growth mindset and aspirations to learn and go far.
- Committed team player with a strong passion for widening their business network and exposure.
- Proficiency in English and Japanese.
- Candidates with less experience will be considered as Senior Sales Representative.

What We Offer

- Rewarding careers
- Uncapped monthly commission
- Collaborative and dynamic culture
- Comprehensive learning and development
- Gym and wellness sponsorships
- Modern, streamlined office design
- Year-round company activities and outings
- Opportunities to give back to our community

About Us

Founded in 1984, Smith is celebrating 40 years of Intelligent Distribution™. As a leading independent distributor of electronic components, we source, manage, test, and ship billions of components to partners worldwide in every industry and vertical. Offering a comprehensive suite of flexible and scalable supply chain solutions, Smith identifies and delivers customized service programs to support our customers' success. Our expertise is backed by decades of market data, cutting-edge technology, and a systems-based approach to quality excellence. Smith has generated more than USD \$12.9 billion in global revenue since 2019 and ranks eleventh among all global distributors.

We are always looking for talented individuals to join our dynamic, friendly, and professional team environment. Located in more than 20 offices around the world, you'll find a home here as part of the Smith family.

会社説明