

Sales Director - EPC Business

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1482693

業種

機械

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

1000万円 ~ 2000万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

勤務時間

Monday to Friday, from 9:00 to 18:00

更新日

2024年06月20日 12:40

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

ネイティブ

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

The position will lead sales growth with key customer accounts in the EPC business through sales, project management and customer development skills.

Client Details

The company is a global leading company in industrial equipment for engineering markets.

Description

- Develop and maintain account management with ownership of plan development and execution
- Develop the project sales strategy in alignment with targets and expectations
- Manage relationships with customers on all levels
- Identify and build relationships with new potential customers
- Lead and guide the sales teams to deliver sales activities
- Involve in negotiation of contracts with multiple businesses
- Manage project funnel to ensure regular updates of all business opportunities
- Report to Head of Sales and dotted report line in Japan

Job Offer

- Attractive salary package with other benefits
- Career path and opportunity in a large organization
- Ownership of projects and sales growth

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

スキル・資格

- Good communication skills in both Japanese and English with high level of influence and negotiation
- Previous experience in EPC business would be an advantage, otherwise, other process industry is also considered
- Good experience in account management and/or business development
- Ability to work with a hands-on approach and guiding leadership style in an international company

会社説明

The company is a global leading company in industrial equipment for engineering markets.