

## Sales Manager - Tokyo - Global Energy Company

## Sales Manager - Tokyo

## 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

1484976

## 業種

電気・電子・半導体

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1100万円 ~ 1400万円

## 更新日

2024年07月02日 09:18

## 応募必要条件

## 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

日本での就労許可は必要ありません

## 募集要項

The role is at a global energy company with a well-established market in Japan. You will be the sales manager for one division in Japan, managing the day-to-day operations and long-term strategy.

## Client Details

The Company specializes solar energy systems. A large amount of their products are already in use all across Japan and their main customers are utility companies, construction, and domestic suppliers.

## Description

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Ensure buy-in from internal and external stakeholders through effective communication
- Understand market forces at play and plan around their effects on sales strategy
- Plan and execute long-term sales objectives for existing and potential customers
- Develop new clients and maintain relationships with existing accounts
- Provide consultations to clients to understand their requirements and ensure they are being met with the right product
- Supervise daily operations of the sales team
- Ensure strategies adhere to law-established rules and guidelines

- Domestic business travel as required

#### **Job Offer**

- Hybrid work environment
- Professional development and career opportunities
- Flexible salary system, commuting allowance, social insurance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **スキル・資格**

- Previous experience in B2B Sales with solar or battery technologies
  - Bachelors degree or significant technical knowledge
  - Previous experience team and/or project management
  - Strong communication and negotiation skills
  - Customer relationship management skills
  - Fluent Japanese and business level English
  - Eligible to work in Japan
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#### **会社説明**

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