



Leader (Sales & Business development) ◆在宅可/フレックス/残業少なめ

<外資系>北欧スウェーデンに本社を構える、世界トップクラスの土木鉱山機械メーカー

募集職種

採用企業名

エピロックジャパン株式会社

求人ID

1486058

業種

土木

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県, 横浜市西区

最寄駅

みなとみらい線、 みなとみらい駅

給与

700万円 ~ 1000万円

更新日

2024年07月12日 12:12

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

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

Job Title: Leader(Sales & Business development), Tools & Attachment Business Civil and mining machinery

Mission:

To drive sustainable growth and market dominance for the Tools & Attachment Business, civil and mining machinery, in Japan through strategic leadership, innovative sales strategies, and customer-centric approaches, establishing our brand as the industry leader.

Roles and Responsibilities:

As a leader, responsible and accountable for

- Divisional sales and profit targets of civil and mining machinery
- Preparing BPM materials (Once or twice per year)
- Participation and explanation to Division about Tools & Attachment

Business in Japan

- Inventory control of Tools & Attachment products
- Monthly meeting with Regional Business Manager
- Strategy and market survey for Tools & Attachment business
- KPI for of Tools & Attachment
- Communication with Business Line Managers and other managers in the

Region

- Price set-up
- Managing customer relationship

スキル・資格

Education:

- Bachelor's degree or higher

Experience:

- At least 7 years of sales/marketing/business development in civil engineering, mining, or similar industries.

Language:

- Native or fluent in Japanese. At least intermediate English skill and motivation to improve

Competencies:

- Strong strategic thinking, planning, and leadership skills.

Location: Yokohama, Japan

Report to: General Manager, Japan & Korea

Compensation: up to 10M incl. variable bonus + defined contribution pension plan

Team set-up: one subordinate

Working condition: WFH available (up to three days per week)

*Flex time system scheduled to start in July

会社説明