

Japan Sales Manager

Japan Sales Manager

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

採用企業名

A global leader in IOT solutions

求人ID

1491145

部署名

Electronics and Automotive

業種

電気・電子・半導体

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1500万円

更新日

2024年08月21日 14:17

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

日本での就労許可が必要です

募集要項

☆ Relationship management to achieve measurable results in increased revenue, market share, and depth with strategic national partners.

☆ Development of marketing plans, monitoring competitors, coordinating with vendors, building relationships, managing day-to-day operations, identifying opportunities, and ensuring customer satisfaction.

Client Details

A global leader in providing of secure turnkey solutions for the Internet of Things and Remote Environment Management,

offering Software as a Service, connectivity services, engineering services and intelligent hardware.

Description

- * Meets or exceeds all assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.
- * Establish productive, professional relationships with key personnel in assigned partner accounts.
- * Create strategies and lead team efforts to maximise sell-through of company products within assigned partner accounts.
- * Work with marketing to drive programs and events to extend the relationships to new prospects.

Job Offer

- ☆ Competitive salary and performance-based incentives.
- ☆ Comprehensive benefits package, including health insurance.
- ☆ Opportunities for career growth and professional development.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

スキル・資格

- ☆ 5+ years of working experience in IOT solutions business
- ☆ Fluent Japanese and English speaker with good communication and presentation skills
- ☆ Experience with a CRM tool is preferred
- ☆ Ability to work in a dynamic, changing environment

会社説明

A global leader in providing of secure turnkey solutions for the Internet of Things and Remote Environment Management, offering Software as a Service, connectivity services, engineering services and intelligent hardware.