

Sales Manager - Certification Body

Sales Manager Certification Body TIC

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

1493273

業種

ビジネスコンサルティング

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

神奈川県

給与

1000万円 ~ 1400万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年09月05日 11:39

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

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 Sales Manager will focus on driving sales growth through new business development and ensuring exceptional service to clients. This role is dedicated to structuring solutions that help clients enhance the quality and safety of their operations by applying internationally recognized standards. Reporting to the Area Manager for Japan, this position is part of the Japan management team and is connected to the global sales network.

Client Details

About the company:

We are an independent leader in assurance and risk management, driven by the mission to safeguard life, property, and the environment. We empower businesses by delivering trusted insights and facts, enabling them to make critical decisions with confidence. As a respected voice for some of the world's most successful organizations, we use our expertise to enhance safety, drive performance, and inspire solutions to tackle global challenges.

We help companies achieve compliance, build high-performing management systems, and meet competency standards across various industries. By partnering with us, you will have the opportunity to work on technically challenging and innovative global projects, demanding a diverse range of expertise. Our focus on research and innovation allows for the development of next-generation solutions, helping businesses effectively manage risk through our certification and training portfolios.

Description**Key Responsibilities:**

- Manage and grow the certification and training business in Japan.
- Lead, motivate, and develop the sales team to achieve targets.
- Drive sales and develop business relationships, establishing and implementing strategies to meet sales goals and support marketing initiatives.
- Proactively approach target companies, identify business opportunities aligned with service offerings, and generate leads.
- Develop a network of local partners, including consultants and channels.
- Negotiate and finalize business contracts to meet targets.
- Participate in local communication activities such as events, tradeshow, and exhibitions.
- Maintain strong relationships with existing clients, ensuring retention and managing contract renewals.
- Lead and contribute to the business development plan, conduct business reviews, and ensure sales data is tracked for reporting.

Job Offer**What We Offer:**

- Flexible work arrangements for work-life balance.
- Generous paid leave (Annual, Sick, etc.).
- Comprehensive medical benefits.
- Pension and insurance coverage.
- Training and development programs to support your career growth.
- Additional benefits such as long-service awards, phone and car allowances, and professional membership fees.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

スキル・資格

About You:

- Bachelor's or Master's degree preferred.
- At least 5 years of managerial experience in a Certification Body.
- Proven experience in selling B2B services, with a background in Quality, Health, Safety, and Environment (QHSE) risk management as a plus.
- Strong strategic thinking and understanding of the competitive landscape in Japan.
- Excellent communication and presentation skills in both English and Japanese.
- Proven ability to manage key accounts, win new clients, and develop strong relationships.
- Entrepreneurial mindset, adaptable, and open to change.

会社説明

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