

Sales Manager

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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

1495412

業種

機械

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

1000万円 ~ 1500万円

更新日

2024年09月25日 11:02

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

流暢

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 role is at a global engineering company with a well-established market in Japan. You will be in a key leadership position, managing the day-to-day operations and long-term strategy of the sales team.

Client Details

The Company specializes fluid solutions. A large amount of their products are already in use within Japan in a wide range of markets to include food and beverage, automotive, and industrial settings.

Description

- Supervise daily operations of the sales team
- Identify potential customers and promote products in the process industry market
- Maintain and develop existing accounts, obtain orders, and establish new accounts
- Develop and implement sales and order plans
- Develop a growth strategy focused both on financial gain and customer satisfaction

- Understand market forces at play and plan around their effects to develop sales strategy
- Plan and execute long-term sales objectives for existing and potential customers
- Undertake special projects as required
- Ensure strategies adhere to law-established rules and guidelines
- Domestic business travel as required

Job Offer

- Highly competitive salary
- Hybrid work environment
- 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.

スキル・資格

- Strong leadership and mentorship skills with team player mindset
 - Previous experience in B2B Sales, preferably in the process industry market
 - Previous experience at/with life science and pharmaceutical industries with strong understanding of the market
 - Strong communication and negotiation skills
 - Customer relationship management skills
 - Fluent Japanese and business level English
 - Japanese driver's license
 - Eligible to work in Japan
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会社説明

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