



【900～1400万円】 Sr. Manager Director of Sales

法人営業（その他）のご経験のある方は歓迎です。

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

非公開

求人ID

1497895

業種

電気・電子・半導体

会社の種類

外資系企業

雇用形態

正社員

勤務地

京都府

給与

900万円～1400万円

勤務時間

08:30～17:15

休日・休暇

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制

更新日

2024年12月19日 19:00

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

【求人No NJB2233542】

- ・ Achieves assigned sales quota by engaging in both new and existing accounts to generate sales revenue.
- ・ Integrates with different functions including factory to ensure that the company deliver the most coherent best in class solutions to the customers.
- ・ Calls on existing customers provides technical and administrative product/service information and or presentations and quotes appropriate customer prices.
- ・ Builds strong customer relationships. Being the main contact point between the company and customers in all sales

related matters; understanding of customer's business and product requirements.

- Provides information on customer needs volume potential pricing and competition. Provides input on product direction.
 - May provide technical guidance to other levels of sales representatives (e.g. Account Managers) .
 - Regularly provides information to manager on accounts and business activities.
 - Screening potential accounts to ensure a fit between the customer's requirements and the company's capabilities.
 - To build in strong design win pipeline for revenue stream
 - Manages the sales process for new accounts from initial contact through the entire process.
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スキル・資格

- 7 + years' experience in the semiconductor industry or related field. (Preferable OSAT experience)
 - Sound knowledge of the company's products.
 - Excellent communication skills (written and verbal in English and Japanese)
 - A self motivated go and get approach and the will to win.
 - Strong presentation sales negotiation and influencing skills.
 - Superior interpersonal communication skills and the ability to build strong relationships with senior management both internally and externally.
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会社説明

ご紹介時にご案内いたします