

Head of sales, Global audio Danish firm (Yokohama, 17m)

Head of sales (17m)

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

1500689

業種

医療機器

雇用形態

正社員

勤務地

神奈川県

給与

1500万円 ~ 1700万円

更新日

2024年10月28日 10:24

応募必要条件

キャリアレベル

エグゼクティブ・経営幹部レベル

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

To lead the Japan sales team to sales success, through appropriate planning, execution, coaching and drive, whilst developing and maintaining relationship with customers.

Client Details

Danish hearing aid company. Globally known as providing superlative quality hearing aids which can be tailor made depending on the customer needs. Flat working environment, newly open office in Yokohama.

Description

- * Represent company to current and prospective customers by effectively building and/or maintaining the best relationships and strong mutually beneficial partnerships.
- * Collaborate with Marketing team in continued development and enhancement of new products and services to situate the company in competitive position.
- * Drive the performance management process to identify and correct gaps in sales execution and team member experience. Determine the key priorities for focused improvement of strategies, tactics and best practices.
- * Develop and effectively manage the annual sales budget.

Job Offer

- * As head of sales of the Japan office, manage the whole operation of the team with ambitious targets.
- * Flexible working style, including remote work. Office in Minato Mirai.
- * Possibility to engage with local and international customers, including cross-function work with multidisciplinary teams.

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【Eduardo-About Me】エンジニア×ヘルスケア×リクルーター Specialized healthcare recruiter
◎トライリンガル（日本語・英語・スペイン語）Trilingual in Japanese, English and Spanish.
◎東京工業大学大学院にて化学工学を専攻し、プロセス制御・プラントエンジニアとしてキャリアを形成を経て、現在に至る
Process automation/plant engineer in the chemical industry. Tokyo Institute of Technology, MEng in Chemical Engineering.
◎ヘルスケア業界（医療機器）にて主にコマーシャルポジションを担当。
Sr. Consultant / Healthcare / Commercial positions
◎他社に比べて支援実績数が多く、社内外にて多数受賞実績あり
- 2023 Division Top Biller
- Recruit Direct Scout, Top 3 Division Biller
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To apply online please click the 'Apply' button below.
For a confidential discussion about this role please contact Eduardo Takara on +813 6832 8678.

スキル・資格

- * More than 7 years of sales management experience. Ideally in B2C consumer industry.
- * Management of medium size team (more than 20 subordinates), driving sales target.
- * Business level of English and Japanese.

会社説明

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