

## 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

1501961

## 業種

銀行・信託銀行・信用金庫

## 会社の種類

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 ~ 1000万円

## ボーナス

固定給+ボーナス

## 更新日

2024年11月05日 15:56

## 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

The role is at an international company with an established market in Japan. Be a visible leader in the marine industry by driving both internal and external stakeholders towards commercial objectives.

## Client Details

The Company specializes in marine engineering and solutions. They have a strong market presence in the marine industry and have identified Japan as key growth market in their APAC strategy.

## Description

- Proactively promote the company's solutions to create a strong market presence in Japan and build long-term relationships with customers

- Identifying key players and customers in the marine and shipping industries and driving growth by originating new business opportunities with them
- Develop tailored business cases and value propositions for the company's solutions by understanding customer needs and decision making processes
- Lead technical and contractual negotiations and ensure quality aspects related to commercial, technical, as well as risk a compliance are all addressed
- Work closely together with the business development team to develop and close pilot case deals together
- Maintain sales opportunities in data in CRM

#### **Job Offer**

- Independent work environment and high flexibility
- High visibility and career potential in a key investment market for the company
- Competitive salary, health insurance, social insurance, commute allowance

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **スキル・資格**

- Fluent Japanese and business level English is required
  - Excellent communication, influencing and public speaking skills
  - Key understanding of shipping and marine industry
  - Consultative selling skills, with the ability to understand customer needs and develop solutions
  - Experience leading and managing cross-functional teams across countries
  - Ambassador mindset and commercially driven
  - Technical knowledge of shipboard systems is also appreciated
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#### **会社説明**

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