



PR/117661 | Japanese Speaking Senior Sales Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメントイギリス

求人ID

1504216

業種

物流・倉庫

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2024年11月19日 10:41

応募必要条件

職務経験

3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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Title

Senior Sales Manager

Type of employment

Permanent Position

Salary

Negotiable

Job profile

Japanese logistics company currently are looking for a senior sales manager to manage and expand their business.

Purpose of Job

- **Sales development**

Liaises with other senior staff, particularly in head office in Japan and other group companies, to determine the range of services to be sold, contributes to the development of sales strategies.

- **Strategies**

Researches market demands based on reports from Sales team and sets up strategies cooperating with other Senior management members.

- **Cooperation with other subsidiaries including Parent company in Japan**

Develops business cooperation within group companies to meet customers' demands using all the knowledge of the Group Network.

Key areas of Responsibility

- Deals with key Japanese customer accounts yourself by providing specialised legal requirements in Japan for international shipping.
- Produces analysis and reports by collecting, analyzing, and summarizing information both for the company and for Parent company in Japan by demonstrating bilingual abilities.
- Attends monthly Senior Management meetings to liaise with other senior management staff.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Maintains sales staff by recruiting, selecting, orienting, and training employees.
- Must be aware of international variances in cultural and legal issues pertaining to sales.

This job description indicates only the main duties and responsibilities of the post. It is not intended to be an exhaustive list.

Experience/ Key Skills

- More than 10 year management experience
- International or European experience preferred
- Capable of working 5 days a week in the office

- Ability to communicate effectively
- Strong attention to detail

Location

London

Visa

VISA sponsorship considered

About our client

Logistics industry

****We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

#citylondon

会社説明