



## National Sales Manager-Japan

### 募集職種

### 採用企業名

スペルマン ハイ・ボルテージ エレクトロニクス コーポレーション

### 求人ID

1506788

### 業種

医療機器

### 会社の種類

外資系企業

### 雇用形態

正社員

### 勤務地

日本

### 給与

経験考慮の上、応相談

### 更新日

2024年11月26日 14:08

### 応募必要条件

#### 職務経験

10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

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

**JOBTITLE:** National Sales Manager-Japan

**Primary Location:** ・Tokyo ・Toda ・Osaka

**Report to:**Vice President Sales APAC

**Number of Subordinates:** 5

### JOBSUMMARY&PURPOSES

- The National Sales Manager will provide leadership for sales in Spellman Japan, partner with the Service Manager to ensure high levels of customer service in Japan and partner with the Senior Strategic Account Leader – Japan to advance the growth goals of the Japan sales organization.

- This role is accountable for collaborating cross-organizationally with all functional leaders to maintain our drive for growth. To ensure customer satisfaction, understand and provide what Spellman's customers value, execute APAC goals and objectives and improve the performance of Spellman Japan business.

## **MAIN RESPONSIBILITIES & DUTIES**

The National Sales Manager will be accountable for growth of the Japanese business, and executing the company's sales and marketing strategies, in collaboration with the APAC Managing Director, the VP Sales APAC, and the Senior Strategic Account Leader – Japan.

- Collaborate with the Senior Strategic Account Leader – Japan to craft and enhance strategic account management strategies and solutions.
- Leverage the Asia Leadership Team to enhance the collaboration and cooperation between Japan team and all other departmental functions.
- Develop annual sales budgets, regularly monitoring and controlling performance against budget, and being prepared to implement countermeasures as required to respond to shifting business conditions.
- Maintain Sales Forecast and be responsible for both accuracy and timely delivery of the forecast to key stakeholders. Coordinate with Sales, Inventory and Operations Planning and Customer Service organizations to ensure realistic forecasts and delivery plans, and appropriate inventory levels.
- Collaborate with Asia HR team on matters related to performance management of sales and administration teams, including individual development, training programs, and under-performance management.
- Manage the field sales team (Kansai and Kanto area personnel) and the inside sales administration team.
- Support events, trade shows and webinars with specific input on Spellman's high voltage power supply solutions.
- Competitor Analysis: Monitor and analyze customer business status and competitor activities, providing insights that contribute to strategic competitive analysis and market position.

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## スキル・資格

### **REQUIREMENTS & COMPETENCIES**

#### **Education**

- Bachelor's degree in Business Administration, Sales, Finance, or a related field. MBA preferred.

#### **Work Experience**

- Minimum of 10 years of experience in a senior management role, with a proven track record in sales, customer service, and finance.
- Extensive experience in the Japanese market, with strong knowledge of local business practices and culture.
- Experience with strategy account management and sales management.
- Demonstrated experience successfully engaging with customers to address concerns such as on-time delivery, product quality and supporting the sales organization in expanding existing customer relationships.

#### **Knowledge & Skills**

- Strong analytical and problem-solving abilities.
- Excellent leadership, communication, and interpersonal skills: Display exceptional presentation, verbal, and written communication skills, enabling effective interaction with customers and internal teams.
- Exhibit fluent business English proficiency, both in speaking and writing. A TOEIC score of at least 700 is preferred.
- Experience using Dynamics 365 (CRM) or similar customer management systems, MS Office (Excel, Word, PowerPoint, etc.). Familiar with ERP systems.

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## 会社説明