

MichaelPage

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Distribution Sales Manager - Machinery

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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

1507755

業種

機械

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

850万円 ~ 1200万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2024年12月04日 16:09

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

ネイティブ

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

An exciting opportunity has arisen for a dedicated Distribution Sales Manager in the machinery field based in Japan. The role involves managing sales distribution channels, enhancing partnerships, and driving business growth.

Client Details

Our client is an organization in the manufacturing sector (machinery and tooling) with a global reach. With a focus on

innovation and quality, they consistently strive to provide top-class products and services to their customers.

Description

- Manage and optimize sales distribution channels across Japan.
- Develop strategies to drive sales and business growth.
- Nurture and enhance relationships with partners and clients.
- Monitor and analyze sales performance and market trends.
- Collaborate with internal teams to ensure product availability and timely delivery.
- Provide training and support to sales teams to boost performance.
- Coordinate with marketing team to create effective promotional strategies.
- Maintain compliance with company policies and industry regulations.

Job Offer

- A salary package ranging from 8,640,000 JPY to 12,560,000 JPY per annum.
- Profit sharing and sales incentives.
- Opportunities for professional growth and development.
- The flexibility of working from home.
- A vibrant company culture that values innovation and collaboration.

Seize the opportunity to contribute to a leading company in the industrial/manufacturing sector. We encourage all aspiring Distribution Sales Managers based in Japan to apply.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

スキル・資格

A successful Distribution Sales Manager should have:

- A degree in Business, Marketing, or a related field.
- Proven experience in a sales or distribution management role within the industrial/manufacturing sector.
- Strong leadership and team management skills.
- Excellent communication and negotiation abilities.
- Proficiency in strategic planning and business development.
- Knowledge of market research and analysis.
- Good communication skill in Japanese and English

会社説明

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