

MichaelPage

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## Country Sales Manager - Marine

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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

1510927

## 業種

その他（メーカー）

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

700万円 ~ 900万円

## 更新日

2024年12月16日 15:12

## 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

ネイティブ

## 最終学歴

大学卒：学士号

## 現在のビザ

日本での就労許可は必要ありません

## 募集要項

We are seeking a dedicated Sales Manager with an appetite for challenge. The ideal candidate will possess a keen understanding of the industrial manufacturing industry and is capable of developing and implementing strategic sales plans.

## Client Details

Our client is a leading player in the industrial and manufacturing industry with a large organization spread across the Asia Pacific. They specialise in the lifting, loading and handling solutions across multiple industries. They are currently looking for a Country Sales Manager for their Marine division which delivers advanced, reliable and sustainable equipment designed to perform in the most demanding environments.

## Description

As the Country Sales Manager, you will drive the growth of the Marine business in Japan. You will take ownership of key accounts, identify new business opportunities, and represent them as a trusted partner to clients in the marine industry.

Key Responsibilities:

- Develop and execute a comprehensive sales strategy for the Marine Business in Japan.
- Build and maintain strong relationships with key stakeholders, including shipyards, operators, and maritime authorities.
- Drive business development initiatives to expand market presence and identify new revenue streams.
- Manage the sales cycle from lead generation to contract negotiation and closure.
- Collaborate with global and regional teams to align strategies and ensure seamless service delivery.
- Monitor market trends and competitor activities to stay ahead in the industry.

#### Job Offer

- Competitive salary and performance-based incentives.
- A collaborative and supportive work environment.
- The chance to work with an industry leader and make a tangible impact in the marine business.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohno on +81357337159.

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#### スキル・資格

- Proven experience in sales, account management, or business development within the marine industry or related fields.
  - Strong understanding of marine equipment, shipbuilding, or offshore industries.
  - Demonstrated ability to lead and deliver results in a competitive, technical sales environment.
  - Exceptional relationship management, negotiation, and communication skills.
  - Self-driven and entrepreneurial mindset with a strategic approach to problem-solving.
  - Native-level Japanese and business-level English proficiency.
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#### 会社説明

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