

MichaelPage

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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

1511290

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

800万円 ~ 1000万円

更新日

2024年12月17日 17:12

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 searching for a dedicated and results-driven Sales Manager with a passion for Industrial/Manufacturing sector. The ideal candidate will be responsible for managing the sales team, developing sales strategies, and achieving growth objectives.

Client Details

The company is a large international organization in the coatings industry. They are known for their commitment to innovation and their dedication to providing quality products and services to their customers across various industrial markets.

Description

- Lead, manage and motivate the sales team to achieve growth objectives.
- Develop and implement effective sales strategies to expand customer base.
- Maintain relationships with current accounts while growing a new customer base.
- Establish productive and professional relationships with key personnel in assigned customer accounts.

- Oversee customer support processes and organize them to enhance customer satisfaction.
- Prepare monthly, quarterly and annual sales forecasts.
- Stay up-to-date with new product launches and ensure sales team members are on board.
- Report on sales results to senior management.

Job Offer

- Comprehensive benefits including social insurance, health insurance, and commute allowance.
- Opportunity to work in a large organization with a strong focus on innovation and quality.
- A supportive and energetic work environment.
- Permanent role with opportunities for career advancement.

If you are passionate about sales, have a knack for team leadership and a keen interest in the Industrial/Manufacturing industry, we would love to hear from you. Apply today to join our team.

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

スキル・資格

A successful Sales Manager should have:

- A strong understanding of the Industrial/Manufacturing sector.
- Experience in PVD and vacuum technologies, but technical sales and engineering backgrounds are also welcomed
- Excellent communication, negotiation, and team management skills.
- Strong organizational and time-management abilities.
- Aptitude in decision-making and problem-solving.

会社説明

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