



Product Sales Manager

Flexible Hybrid Work!

募集職種

人材紹介会社

Hire Pundit Japan 株式会社

求人ID

1511323

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円 ~ 1200万円

更新日

2024年12月18日 10:07

応募必要条件

職務経験

6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

The Sales Manager for Japan will lead the sales efforts for our flagship product, FinnOne NEO, within the region. This role requires a dynamic and strategic leader with extensive experience in the BFSI sector, particularly in lending domain, to drive revenue growth, build strong client relationships, and oversee the execution of sales strategies in the Japanese market.

Key Responsibilities:

1. Strategic Sales Planning:

- Develop and implement a comprehensive sales strategy for the lending business in Japan.
- Align sales strategies with overall business objectives and market trends to achieve revenue targets and growth.

2. Market and Competitive Analysis:

- Conduct in-depth market research to understand customer needs, market dynamics, and competitive landscape.
- Identify and evaluate new business opportunities, partnerships, and market segments.

3. Client Relationship Management:

- Build and maintain strong, long-lasting client relationships with key stakeholders in the banking and financial services industry.

4. Sales Leadership:

- Lead, mentor, and motivate the existing onsite team.
- Set clear performance expectations, provide regular feedback, and foster a collaborative and results-driven sales culture, with-in all P&Ls of the Organisation.

5. Revenue Growth:

- Drive the sales pipeline and manage the end-to-end sales process from lead generation to closing deals.
- Achieve and exceed sales targets and key performance indicators (KPIs).

6. Product Development Collaboration:

- Work closely with product development teams to provide market feedback and insights for new product offerings.
- Ensure that the lending products and services meet the evolving needs of the market.

7. Regulatory Compliance:

- Stay updated with local regulatory requirements and ensure all sales activities comply with industry regulations.
- Collaborate with compliance and legal teams to mitigate risks and address regulatory changes.

8. Reporting and Analysis:

- Prepare regular sales reports, forecasts, and performance analysis for senior management.
- Utilize data-driven insights to refine sales strategies and improve performance.

スキル・資格

- Education: Bachelor's degree in Business, Finance, Economics, or a related field. An MBA or equivalent advanced degree is preferred.
- - Experience: Minimum of 8 years of sales experience in the BFSI sector, with a strong focus on the lending business.
- Proven track record of achieving sales targets and driving business growth in Japan.
- Extensive network and relationships within the banking and financial services industry in Japan.

Skills:

- Strong strategic thinking and business acumen.
- Excellent leadership and team management skills.
- Superior communication, negotiation, and presentation skills.
- Ability to work in a fast-paced, dynamic environment and manage multiple priorities.
- Fluency in Japanese and English is mandatory.

Personal Attributes:

- Results-oriented with a strong drive for success.
- High level of integrity and professionalism.
- Adaptability and resilience in the face of challenges.
- Customer-centric mindset with a focus on delivering exceptional service.

会社説明