

MichaelPage

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## Sales Director - Industrial

## Sales Director - Industrial Company

## 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

1511380

## 業種

機械

## 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1600万円 ~ 2000万円

## 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18日 16:44

## 応募必要条件

## 職務経験

3年以上

## キャリアレベル

エグゼクティブ・経営幹部レベル

## 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 Director will be a driving force in the company's sales department, strategizing and implementing plans to expand the company's customer base within Japan.

## Client Details

Our client is a large organization in the industrial/manufacturing industry, with a broad presence in several countries. They

are renowned for their innovative approach and commitment to superior quality.

### Description

- Develop and implement strategic sales plans tailored to the industrial/manufacturing industry
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Report on sales activity and forecast to senior management
- Ensure the correct products and services are delivered to customers in a timely manner
- Lead and motivate the sales team to achieve specific sales goals.

### Job Offer

- Travel allowance
- Company SIP benefits
- Flexible working environment with remote work options
- An inclusive and innovative company culture

If you are a dynamic and result-driven Sales Director ready to take on a new challenge, we look forward to your application.

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

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### スキル・資格

A successful Sales Director should have:

- A degree in Business Administration, Marketing, or a related field
- Proven sales executive experience, meeting or exceeding targets
- Ability to communicate, present and influence all levels of the organization in both Japanese and English
- Experience in the industrial/manufacturing industry (i.e. Energy, Oil and Gas, Chemical Manufacturing, Process Engineering, Pulp and Paper etc)
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise

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### 会社説明

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