

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

1511453

業種

その他（メーカー）

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

1000万円 ~ 1500万円

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19日 10:19

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

流暢

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

We are seeking a dedicated and ambitious Sales Manager to spearhead sales in Japan. The ideal candidate will be results-driven with a track record of fostering client relationships and promoting sustainable growth.

Client Details

The company is a large organization in the aviation supplies industry. They have a significant market presence across APAC

and are recognized for their commitment to quality, innovation, and customer satisfaction.

Description

- Develop and implement strategic sales plans to achieve company objectives.
- Establish and maintain relationships with key clients.
- Forecast annual, quarterly, and monthly sales goals.
- Identify emerging markets and market shifts.
- Undertake sales and marketing activities with travel as necessary for development of the Company's business.
- Review and analyze sales and operational records and reports.
- Coordinate with the marketing department to identify and target new clients.
- Assist and work with the Logistics Department on matters relating to suppliers such as goods certificates, packaging deficiencies, part number discrepancies, etc.
- Provide detailed and accurate sales forecasting.

Job Offer

- Full remote and flex time
- Comprehensive benefits package including commute allowance, health insurance, and social insurance.
- A supportive and collaborative company culture that values employee growth and development.

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

- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise in aviation supplies.
- Experience in the aircraft and aerospace industry in Japan, commercial spares, logistics, engineering or MNC preferred.
- Strong business/commercial acumen with excellent negotiating skills
- Strong interpersonal, oral presentation and written communication skill
- Proven consultative selling skills to develop attractive value propositions
- Willing to travel and work in a global team of professionals
- Proficient in MS Excel, PowerPoint, Word & PowerBI. ERP experience (preferably Pentagon2000) desirable.

会社説明

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