

MichaelPage

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Account Sales (Tokyo)

Semiconductor - Account Sales (Tokyo)

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

1514165

業種

その他

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

神奈川県

給与

800万円 ~ 1100万円

更新日

2024年12月27日 13:41

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

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

Looking for a dedicated Account Sales professional ready to thrive in the semiconductor manufacturing industry. The ideal candidate will exhibit a strong passion for meeting sales targets and building lasting relationships with our clients.

Client Details

Our client is a leading global player in the power semiconductor industry. As a large organization, they are renowned for their innovative solutions and commitment to quality. The company has a significant presence across various markets, with a diverse portfolio of products and services.

Description

- Develop and implement effective sales strategies
- Lead nationwide sales team members to achieve sales targets
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers

- Monitor performance metrics and suggest improvements
- 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

- Incentive Salary
- Opportunity to work with a passionate team in Yokohama
- Exposure to the latest technologies in the industrial/manufacturing industry

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

スキル・資格

A successful Account Sales professional should have:

- Knowledge of semiconductor/ industrial/manufacturing industry
 - Proven experience in sales and providing solutions based on customer needs
 - Strong communication and team management skills
 - Knowledge of CRM software and Microsoft Office Suite
 - An ability to understand and analyze sales performance metrics
 - Solid customer service attitude with excellent negotiation skills
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会社説明

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