



Area Sales Manager | Maritime Industry | Fluent JPN Required

募集職種

採用企業名

日本ナブツール株式会社

求人ID

1514437

業種

鉄道・航空・その他旅客輸送サービス

雇用形態

正社員

勤務地

神奈川県, 横浜市西区

給与

600万円～経験考慮の上、応相談

勤務時間

9:00～18:00 (1時間休憩含む)

休日・休暇

土日祝

更新日

2025年02月18日 13:00

応募必要条件

職務経験

10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

Highlights of This Position

- **Opportunities to Use English:** High-level communication skills in both English and Japanese are essential.
- **Work Style:** Based in the Japan branch, responsible for the East Japan area.
- **Job Responsibilities:** Building customer relationships, proposing solutions, and supporting business process improvements.
- **Company Highlights:** A global leader in the e-Navigation field within the maritime industry.

From a standing start in 2011, NAVTOR has grown into a world leader in its segment, with a truly global customer base and market-proven products that have helped set new standards for the maritime industry. We are constantly looking for the right people to help us retain our position at the vanguard of the vessel e-Navigation and Performance niche.

Our regional office in Japan is seeking a motivated and engaged colleague to join the team as an Area Sales Manager for East Japan. You will be responsible for fostering strong relationships with our clients and prospects including global key accounts but also leading solutions for solving critical operational performance and environmental challenges for customers via technology.

Responsibilities

- Develop and maintain long-term relationships with clients, understanding their goals, challenges and opportunities as their primary point of contact
- Identify upsell and cross-sell opportunities for vessel's e-Navigation and Performance solutions to maximize revenue potential
- Collaborate with internal teams to deliver exceptional service and support to clients, ensuring their needs are met promptly and effectively as a global KAM
- Keep abreast of industry regulations and continue to learn the latest service portfolio to provide solutions

Benefits

- Full social insurance coverage (employment, workers' compensation, health, and pension insurance)
- Commuting allowance (transportation expenses)
- Defined contribution pension plan (registered workplace available)

スキル・資格

Qualifications

- Minimum 10 years of experience in sales account management, preferably within the maritime industry
- Excellent communication, and interpersonal skills, both in Japanese and English
- Strong execution focuses with a passion for building relationships and solving customer's problems
- Ideally a proven track record in maritime software sales, especially in vessel performance

会社説明