

MichaelPage

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## Sales Manager/Business Development Manager

## Sales Semiconductor Trading

## 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

1515984

## 業種

電気・電子・半導体

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

経験考慮の上、応相談

## 更新日

2025年01月20日 17:13

## 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

Looking for an Experienced Sales Manager or Business Development Manager with proven track record from the semiconductor industry, supporting to keep expanding the Japan market.

## Client Details

One of the largest independent distributors in the semiconductor and electronic components industry, and currently ranks 11th among all global distributors.

## 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 and analyze performance metrics and suggest improvements.

- Prepare monthly, quarterly and annual sales forecasts.
- Provide timely and effective solutions aligned with clients' needs.
- Stay up-to-date with new product launches and ensure sales team members are on board.

#### Job Offer

- Competitive base salary based on candidate's background and skillset, plus uncapped incentive.
- Opportunities for career progression within the company.
- A collaborative and supportive international work environment.

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Ming Luo on +81 3 6627 6087.

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#### スキル・資格

A successful Candidate should have:

- Proven work experience in the semiconductor industry
  - Experience in selling various types of semiconductor devices
  - In-depth understanding of the sales process.
  - Strong communication, negotiation, and interpersonal skills.
  - Self-motivated and driven.
  - Experience working at semiconductor/electronics trading companies is a plus
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#### 会社説明

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