

MichaelPage

www.michaelpage.co.jp

Regional Sales Manager - Power Supplies

Regional Sales Manager - Power Supplies

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

1517276

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

1000万円 ~ 1500万円

更新日

2025年01月27日 09:07

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

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

This is a fantastic opportunity for a motivated and goal-oriented individual to join our team as a Regional Sales Manager in the industrial/manufacturing industry of power supplies, based in Tokyo. The ideal candidate will be responsible for implementing sales strategies, forecasting sales targets, and nurturing relationships with clients and partners.

Client Details

Our client is an global organisation that specialises in the industrial and manufacturing industry. With a strong commitment to innovation and quality, they are globally recognised for their high-end products and customer-centric approach. The firm has a diverse and inclusive workforce, and they constantly strive to provide an environment where employees can learn, grow, and thrive.

Description

- Develop and implement effective sales strategies
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers
- Monitor and analyse performance metrics and suggest improvements
- Prepare monthly, quarterly and annual sales forecasts

- Perform research and identify new potential customers and new market opportunities
- Provide timely and effective solutions aligned with clients' needs

Job Offer

- A competitive salary of JPY 10,000,000 to 15,000,000
- Opportunities for professional development and career progression
- A vibrant and inclusive company culture
- The chance to work in the heart of Tokyo
- Comprehensive benefits package

We encourage all candidates who believe they could make a significant contribution to our team as the Regional Sales Manager to apply. This is an excellent opportunity for a driven individual to grow their career in the industrial/manufacturing industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

スキル・資格

A successful Regional Sales Manager should have:

- Bachelor's degree in Business, Marketing, Communications, or electrical engineering.
- Proven work experience in sales with power supply products
- Knowledge of CRM software and Microsoft Office Suite
- Proficiency in English and Japanese
- Strong communication, negotiation and leadership skills
- Understanding of sales performance metrics
- Ability to lead and motivate a high performance sales team
- Strong customer service and salesmanship skills

会社説明

Our client is an global organization that specializes in the industrial and manufacturing industry. With a strong commitment to innovation and quality, they are globally recognized for their high-end products and customer-centric approach. The firm has a diverse and inclusive workforce, and they constantly strive to provide an environment where employees can learn, grow, and thrive.