

MichaelPage

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Sales Manager - Machinery

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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

1517300

業種

機械

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

更新日

2025年01月27日 10:32

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

You will be responsible for driving new business in Japan. Key role is to expand market share while maintaining relationship with new clients.

Client Details

Our client is a global leader in machinery industry. They are committed to cutting-edge technology, quality and a supportive culture that makes them the partner of choice in the market. Having more than half of the market share of the industry in Japan, their team here has remained very stable and tightly-knit for over a decade - reflecting their strong culture.

Description

As the **Sales Manager**, you will be responsible for **driving new machine sales** in Japan. You will play a key role in further expanding their market share while maintaining relationships with key clients. Collaborating closely with a strong technical team, you will work on strategic sales initiatives to meet growing demand in the industry.

- Lead and manage the sales process for **new machine sales**, including client prospecting, negotiations, and closing deals.

- Develop and maintain relationships with key customers.
- Achieve and exceed sales targets to contribute to the company's continued growth.
- Collaborate with cross-functional teams, including field service engineers and pre-sales staff, to deliver customer-focused solutions.
- Provide market feedback to the headquarters to support product innovation and business strategies.

Job Offer

- A supportive and team-oriented company culture.
- Global exposure and opportunity to visit HQ every year.
- A role that offers the chance to make a real impact in the industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohno on +81357337159.

スキル・資格

We are seeking a dynamic and results-driven individual with:

- A proven track record in B2B sales, preferably in industries such as **manufacturing, engineering, or recycling**.
 - An understanding of **production lines** and technical systems.
 - Strong interpersonal and communication skills to engage with diverse stakeholders.
 - The ability to work independently while contributing to a collaborative team environment.
 - A self-starter mindset with a focus on achieving results.
 - Fluency in both English and Japanese.
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会社説明

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