

MichaelPage

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Sales Specialist - Automation

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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

1518949

業種

ソフトウェア

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31日 10:48

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

日本での就労許可は必要ありません

募集要項

The Sales Manager will excel in driving revenue growth and **expanding the business** in the manufacturing sector. This role requires strong strategic thinking skills , and excellent communication skills to build and maintain strong relationships with clients.

Client Details

Our client is a global leader in 3D manufacturing simulation for the factory automation industry - helping manufacturers design, optimise and improve production processes. They have been in the forefront of industrial innovation for over 20 years, working with manufacturers worldwide to drive efficiency and productivity. With an strong international presence and culture of innovation, they are now expanding to Japan. This is an exciting opportunity to join the team at an early stage and **play a key role in building the business in the Japanese market.**

Description

They are seeking a Sales Specialist to drive business growth and establish strong relationships with customers in the manufacturing industry. This is a unique opportunity to be part of a global company while shaping the success of their business in Japan.

- Develop and manage relationships with **manufacturing clients**, understanding their challenges and providing tailored solutions
- Identify new business opportunities and drive sales growth in Japan
- Work closely with our **global headquarters**, collaborating with sales, engineering, and product teams
- Attend **industry events and expos globally** to build brand awareness and network with key stakeholders
- Take a proactive approach to problem-solving and drive the **adoption of innovative technologies** in the industry

Job Offer

- Work with industry leaders and collaborate with an international team
- Take on a high-impact role in a growing organization
- Be part of a company that values creativity, ownership, and teamwork
- Travel to international industry events and contribute to the expansion of our Japan operations

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

スキル・資格

- **5-7 years of experience** in solution sales (experience in manufacturing or industrial solutions preferred)
- Strong ability to engage with clients, understand their business needs, and provide consultative solutions
- **Fluent Japanese and business-level English** (to communicate effectively with international teams)
- Self-motivated, adaptable, and eager to take ownership in a fast-growing company
- Experience working in an **international or multicultural environment** is a plus

会社説明

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