

MichaelPage

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Sales Manager - Construction 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

1518950

業種

機械

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1100万円

更新日

2025年01月31日 11:07

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

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

We are seeking a dedicated and strategic Sales Manager to drive sales and develop a high-performing sales team. This role is responsible for creating and implementing effective sales strategies, meeting targets, and expanding the customer base.

Client Details

Our client is a global leader in the **heavy equipment and construction** sector, providing specialized solutions for **mining, tunnelling, and infrastructure** projects. With a strong market presence in Japan, they offer both **equipment sales and leasing** services to a diverse client base. As they continue to expand their operations, they are looking for an experienced **Sales Manager** to lead their sales team and drive business development in a competitive market.

Description

As the Sales Manager, you will oversee a team of professionals and play a hands-on leadership role. This is a playing-manager position where you will be actively involved in business development, particularly in the tunnelling and mining sectors.

- **Lead and support** a sales team, providing guidance and direction.

- **Drive business growth** and develop strategies to increase market presence.
- Build and maintain **relationships with key clients** and stakeholders.
- Work closely with senior leadership to **align on sales goals** and contribute to the company's success.
- Collaborate with internal teams to improve sales processes and performance.

Job Offer

- **Stable** global company with a strong reputation in the industry.
- Exciting leadership role in a growing business.
- Hybrid work style with flexibility.

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

スキル・資格

The successful Sales Manager should have:

- **Leadership Skills:** Experience in managing or supporting a sales team and providing strategic direction.
 - **Industry Experience:** Background in **heavy equipment, construction, or related industries** is ideal.
 - **Sales Expertise:** Proven ability to drive **business development** and build strong client relationships.
 - **Language Skills:** Fluent Japanese and business-level English are required for internal communication.
 - **Adaptability:** Ability to thrive in a **dynamic environment** and adjust to changing market conditions.
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会社説明

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