



Sales Director / 営業部長

募集職種

人材紹介会社

アヘッド・ジャパン

採用企業名

IT Consulting Leader

求人ID

1521292

業種

ITコンサルティング

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円 ~ 2500万円

更新日

2025年02月07日 14:47

応募必要条件

職務経験

6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

ビジネス会話レベル

その他言語

中国語：北京語 - ビジネス会話レベル

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 looking for a director level person for business expansion.
You will be responsible for the following tasks while communicating closely with our representative.

Main duties

- Manage existing accounts (mainly in the manufacturing industry)
- Project delivery management
- PL (profit and loss statement) management
- Training and evaluation of team members
- Developing new clients and building client relationships (sales activities)
- Develop and promote company strategies

スキル・資格

Experience/skills in all of the following

- At least 5 years of experience in a consulting firm
- Project management experience
- Expertise in manufacturing or IT industry
- Experience in PL (profit and loss statement) management

Welcomed skills/experience

- Proven track record of developing new clients
 - The kind of person we are looking for
 - Ability to think (we place importance on the ability to visualize and think out of the box, regardless of age or experience, as we often work on new things)
 - Communication skills (ability to “communicate” in a way that others can understand, ability to read what others want to say as early as possible)
 - Mind/mentality (attitude to continue taking on challenges, ability to face a new environment with sincerity and devote oneself to it, and humility)
- (Have your own ideas/opinions, be clear and open about them, and be able to make people around you want to work with you, or be willing to do so).

会社説明