

## NIPPON POP RIVETS AND FASTENERS LTD.

Head of Sales & Marketing, Professional & Industrial, Japan

100年を超える歴史がある世界最大の電動工具メーカー。世界各国で愛されています。

### 募集職種

#### 採用企業名

ポプリベット・ファスナー株式会社

#### 求人ID

1528726

#### 業種

機械

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区, 千代田区

#### 最寄駅

有楽町線、 麴町駅

#### 給与

1000万円 ~ 1300万円

#### 休日・休暇

完全週休二日制（土日祝）

#### 更新日

2025年03月28日 15:47

### 応募必要条件

#### 職務経験

10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

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

Head of Sales & Marketing, Professional & Industrial, Japan

Make A Difference For Those Who Make The World™

It takes great people to achieve greatness. People with a sense of purpose and integrity. People with a relentless pursuit of excellence. People who care about making things better For Those Who Make The World™. Sound like you? Join our top-

notch team of nearly 60,000 professionals globally who are making their mark on some of the world's most beloved brands, including DEWALT®, STANLEY® and BLACK+DECKER®

### What You'll Do

As a Head of Sales & Marketing you'll be part of our Commercial team located in Tokyo. You'll get to:

- Reporting to GM of T&O Commercial Japan and take full responsibility for Professional & Industrial business P&L
- Develop and execute professional & Industrial(P&I) sales and marketing strategic plan
- Take ownership of the sales and marketing cycle which includes listing presentations, execution, forecasting and promotional planning for P&I business
- Continuously evolve and understand the competitive landscape in order to secure P&I sales
- Provides P&I marketing, brand, product and management team competitive insights and recommendations
- Co-Work with Marketing & Pricing teams to develop pricing strategy
- Build and manage Sales & Marketing, P&I business team and ensure the team hits all goals for sales and profitability
- Great working relationship with SBD supporting team and the customers. Maintains a complete database, and able to quickly react when called upon for reports and data inquiries.
- Efficient and flexible, willing to step up help with any given project or opportunity, demonstrates strong partnership in planning, forecasting, presentations, analysis, and balancing work loads.

### How You'll Feel

We want our company to be a place you'll want to be – and stay. Being part of our team means you'll get to:

- **Grow:** Be part of our global company with 20+ brands to grow and develop your skills along multiple career paths.
- **Learn:** Have access to a wealth of learning resources, including our Lean Academy, Coursera® and online university.
- **Belong:** Experience an awesome place to work, where we have mutual respect and a great appreciation for diversity, equity and inclusion.
- **Give Back:** Help us continue to make positive changes locally and globally through volunteerism, giving back and sustainable business practices.

What's more, you'll get that pride that comes from empowering makers, doers, protectors and everyday heroes all over the world. We're more than the #1 tools company. More than a driving force in outdoor power equipment. More than a global leader in industrial. We're visionaries and innovators. As successful as we've been in the past, we have so much further to go. That's where you come in. Join us!

## スキル・資格

### Who You Are

You always strive to do a good job...but wouldn't it be great if you could do your job and do a world of good? You care about quality – at every level. You love to learn and grow and be acknowledged for your valuable contributions. You're not intimidated by innovation. In fact, you embrace it. You also have:

- 10+ years related experience in Sales & MKT
- Fluent written and verbal communication skills in English
- Mandatory experiences on Power tool industry
- Experience managing P&L
- Bachelor's degree in business administration, Marketing (Preferred) or equivalent. Masters/MBA Preferred
- Financial skills: Demonstrates knowledge of financial dynamics and the implications for the organization preferred
- Ability to develop and manage budgets, pricing strategies and ROI analysis.
- Strong entrepreneurial spirit with an eagerness to meet and exceed goals and targets
- Well-developed analytical skills
- Great attention to details
- Strong work ethic; High energy level and highly motivated. A self-starter
- Ability to expand skills and take on additional responsibility in the future
- Assertive, organized and strong follow-through
- Ability to think analytically and make decisions based on numbers and/or fact-based information
- Ability to understand the cross functional pieces of the SBD business process and bring value added thinking to improve the target business process
- Excellent Interpersonal skills; a strong team player.
- Ability to multi-task, problem-solve, and prioritize in a fast-paced working environment.

## 会社説明