

MichaelPage

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## Sales Executive

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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

## 採用企業名

Testing Inspection Certification and Safety

## 求人ID

1530356

## 業種

その他（メーカー）

## 会社の種類

大手企業 (300名を超える従業員数)

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

600万円 ~ 700万円

## ボーナス

給与：ボーナス込み

## 歩合給

固定給+歩合給

## 更新日

2025年04月02日 16:25

## 応募必要条件

## 職務経験

1年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

日常会話レベル

## 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

The Sales Executive will manage and grow the client base in the disaster prevention business and/or construction material department in Tokyo. The role requires a passion for sales, strong relationship-building skills, and a deep understanding of the technology and telecoms market.

**Client Details**

Our client is a large organization in the TIC and Safety industry. This company, based in Tokyo, has an international presence and is known for its commitment to innovation and quality.

**Description**

- Develop and manage relationships with new and existing clients in the construction and industrial sector.
- Understand client needs and propose solutions that meet these needs.
- Negotiate contracts with clients, working closely with the legal and finance teams.
- Monitor sales metrics and meet or exceed sales targets.
- Stay current with the latest developments in the disaster prevention business and safety industry.
- Collaborate with other departments to ensure client satisfaction.
- Prepare and present sales reports to senior management.
- Participate in industry events and conferences to network and promote the company's products and services.

**Job Offer**

- Generous holiday leave and standard benefits.
- A supportive and innovative company culture.
- The opportunity to work in a dynamic and fast-paced industry.
- The chance to make a significant impact on the company's success.

If you are a motivated and experienced Sales Executive, we encourage you to apply for this exciting opportunity in the technology and telecoms industry in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

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**スキル・資格**

- A degree in business, marketing, technology, or a related field.
- Proven sales experience, preferably in the building environment, construction, safety or manufacturing industry.
- Excellent communication and negotiation skills.
- A strong understanding of the technology and telecoms market.
- The ability to work independently and as part of a team.

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**会社説明**

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