

## Senior Sales Manager

<u>仕事ID:</u>	92583
<u>職種タイトル:</u>	Senior Sales Manager
<u>企業名:</u>	Progress Ltd.
<u>仕事の形態:</u>	正社員
<u>部署名:</u>	Sales
<u>勤務地:</u>	Sapporo, 北海道
<u>給与:</u>	応相談、経験による
<u>最終更新日:</u>	2008年08月12日
<u>職務経験:</u>	10年以上
<u>英語レベル:</u>	ビジネス会話レベル
<u>日本語レベル:</u>	ネイティブ
<u>最終学歴:</u>	専門学校卒
<u>現在のビザ:</u>	日本での就労許可：有
<u>スキル・資格:</u>	<p>Qualifications and Experience, include:</p> <ul style="list-style-type: none"><li>* A willingness to work in Sapporo.</li><li>* Market knowledge: Possess a detailed national knowledge of distribution networks associated with the construction industry.</li><li>* Customer Knowledge: Requires strong well established relationships at senior and influential levels with distributors and major contractors operating nationally within Japan.</li><li>* Construction Industry/commercial Knowledge: Possess a working knowledge of project and construction management.</li><li>* Salesmanship Skills: Strong negotiation skills, with a proven track record of achievement on major projects and/or distribution networks.</li><li>* Communication Skills: Strong presentation, verbal and written communication skills. Must be good in English and no hesitation to communicate in English.</li><li>* Organization Skills: Strong account management and time management skills with team work spirit.</li></ul> <p>* Qualifications: University Degree in an Engineering discipline preferably supported by a Business qualification with 15 years plus Sales experience.</p>
<u>募集要項:</u>	<p>Benefits for the position, include:</p> <ul style="list-style-type: none"><li>* Full responsibility to develop a sales and marketing strategy from Sapporo.</li><li>* Relatively large independence to develop business through an existing network of distributors and direct business, as well as develop new business leads.</li><li>* Possibility to use English daily in communication with Kanto head office as well as global offices.</li><li>* Be part of a larger network representing one of the leading companies in this industry.</li></ul> <p>Responsibilities for the Senior Sales Manager, include:</p> <ul style="list-style-type: none"><li>* To develop, manage and grow a nationwide distribution sales organisation within</li></ul>

Japan consistent with global business objectives.

\* Identification of distribution sales and business development opportunities on a national basis.

\* To establish a comprehensive network of key clients to provide a complete distribution service, and will provide a constant and steady source of EBIT.

\* Conduct regular training sessions for key clients and staff on the company ' s products and their applications and capabilities to assist them in targeting opportunity markets.

\* Represent the National Business Unit as appropriate in its relations with major distributors, customers, vendors and governmental agencies.

\* Strong account management and time management ability.

\* Strong leadership and negotiating skills necessary to secure contracts on large distribution opportunities.

#### 会社紹介:

Progress is a leader in Tokyo-based search services for the executive levels in financial services, technology and professional services. We are a local boutique and a part of the world ' s largest recruiting organization, the MRINetwork. We operate at the high end of the Japan market and compete directly with the top global players in executive search. Our company is structured around &quot;desks&quot; that cover industry specialties such as Banking, Insurance, Consulting, High-tech; and competencies such as General Management, Sales, IT, Finance & Accounting and HR.

Some recent placements include the CEO of a start-up consumer bank and most of his executive team; a couple of Partners in a consulting firm; the CIO of a large insurance company; the head of HR of a top-tier investment bank; a Director of sales with a technology company, and many others. Our team consists of more than 15 staff from many different nationalities, and includes some of the top performers of the MRINetwork globally. Our values are integrity, customer satisfaction and continuous improvement.