



OEM Sales Manager - Premium Automotive Exclusive job

Lead OEM business / Major manufacturers

Job Information

Recruiter

Next Move K.K.

Hiring Company

RS- Next Move K.K.

Job ID

1308097

Industry

Automobile and Parts

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Kyoto Prefecture

Salary

8 million yen ~ 12 million yen

Refreshed

September 8th, 2025 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Business Level

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

About the company

We are currently looking for an OEM Sales Manager to join a highly profitable international automotive company with operations in Japan.

Who are you

- ◆ You will have multiple years of B2B sales experience, automotive industry preferred, but not essential.
- ◆ You will be passionate about building business relationships with major manufacturers.

Why you should apply

- ◆ You will work with prestigious automotive brands and advanced technologies.
- ◆ Lead high-value projects with major Japanese automotive manufacturers.
- ◆ Join a consistently profitable operation with excellent growth prospects.

Required Skills

Skills, Knowledge, and Experience in ONE or MORE of the following:

- ◆ Multiple years of B2B sales experience (automotive industry preferred)
- ◆ Engineering degree and people management experience preferred
- ◆ Strong understanding of development and manufacturing processes
- ◆ Business-level Japanese (N3+) and English communication skills
- ◆ Willingness to relocate to Kansai

Experience in ONE or MORE of the following areas is desirable:

- ◆ Knowledge of IATF16949, ISO14001, PPAP, FMEA, APQP
- ◆ Experience with component development or supply chain
- ◆ Familiarity with international business development

Company Description

Next Move understands that the most important asset of any business is its people.

And because it's people that make a successful business, our primary focus is building a strong relationship with you; whether you are a candidate seeking new career opportunities or a client that requires human resource solutions.

For candidates this enables us to not only understand your unique skill set, but also importantly allows us to offer advice and closely match, in all ways, what you are looking for. Because we want you to be happy, motivated and challenged in your new career.

For a client it means that we have an understanding of you as a company To us you are never just another job description.

ネクストムーブは企業にとって最も大切な財産は「人」であると考えています。

ビジネスを成功に導く鍵は有能な人材にあります。仕事内容はもちろんのこと、人物、社風そしてタイミング。複合的な要素が一つに重なりあった時、始めて企業と人、人と人が一つの形として繋がる。このような瞬間に我々は幾つも立ち会ってきました。

当社では新たなキャリアチャンスをお探しの方、リソース・ソリューションをお求めの企業の皆様と個々に信頼関係を築くことを大切にしています。

このようなアプローチをすることにより、お仕事をお探しの方のスキルだけに注目するのではなく、どのような方であるのか、次のステップに何を求められているのかを理解をした上で多角的な視点に基づいたアドバイスやご提案をし、皆様が新しい環境で楽しく、意欲に満ち、やりがいのあるお仕事ができるようお手伝いをさせていただくことができます。

また、求人中の企業の皆様には求人職務記載内容にとどまらず、一企業様として組織内容やビジネスを十分に理解したうえで、ご提案・ご紹介をさせていただくことができます。