



【Bilingual Hiring · Global Company】 Sales Manager

Remote Work Available

#### Job Information

**Hiring Company**

congatec Japan K.K.

**Job ID**

1467189

**Industry**

Electronics, Semiconductor

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Minato-ku

**Train Description**

Yamanote Line, Hamamatsucho Station

**Salary**

8 million yen ~ 12 million yen

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

December 24th, 2025 05:00

#### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

- Create, execute and lead sales plans in Japanese market
- Develop new customers, based on incoming inquiries through marcom activities
- Manage project price setting coordinated with sales partners, along with company policies
- Coordinate all related internal functions, such as technical support and SCM through congatec global operations, to achieve Design Win and sales revenue targets
- Collaborate with integration partners to meet customer requirements for product offer solutions

- Maintain relationship with existing customers, ensuring delivery management, after sales coordination, for customer satisfaction
  - Participate and support marcom activities of exhibitions and conferences
  - Develop and maintain cooperation with sales channel partners
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## Required Skills

- Bachelor degree or higher in engineering or business
  - 5+ years sales experience in semiconductor and electronics components, computer-on-modules, single-board computers, and/or industrial PC products
  - Project management to achieve design wins and sales at target industries and customers
  - Excellent verbal and written communication skills, both internal and external operations
  - Business level English in writing and speaking to coordinate internal operations among related functions
  - Proficiency in using CRM, ERP and basic business applications (PowerPoint, Word, Excel)
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