

**【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

Salary

11 million yen ~ Negotiable, based on experience

Salary Commission

Commission included in indicated salary.

Work Hours

8

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General Requirements

Minimum Experience Level

Over 10 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

- Business development for Japanese market
- Follow up and pursue closure on all leads and referrals
- Coordinate with sales partners & customers for projects and orders follow up
- Internal coordination with FAE (technical support) & operation team to achieve Design Win & sales targets

- Support and manage relationships with assigned sales partners/customers, ensuring high customer satisfaction
 - Participating in and support marketing activities, such as exhibitions, forums, conferences..etc
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Required Skills

- Bachelor degree or higher in engineering or business
 - 10+ years sales experience in semiconductor, electronics components, embedded technology & Industrial PC business.
 - Excellent verbal and written negotiation and communication skills, both internal and external operations
 - Prefer business level English in writing and speaking for internal operations coordination
 - Strong sense of ownership and initiative
 - Self-motivated and proactive in task follow-up
 - Outstanding interpersonal Skills as well as strong organizational skills
 - Capable of managing work independently with minimal supervision
 - Basic business applications (PowerPoint, Word, Excel)
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Company Description