



Drive Key Accounts & Global Growth at Smith & Associates

Lead major accounts in global industries

Job Information

Hiring Company

Smith & Associates Far East Ltd.

Job ID

1475745

Industry

Distribution

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

February 4th, 2026 17:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

◆ Key Highlights of This Position ◆

■ Work at the World's Leading Independent Electronics Distributor

Founded in 1984 in Houston, Texas, Smith has led the global electronic components market for over 40 years. With operations in 20+ cities worldwide and a multinational team fluent in 50+ languages, you will join a truly global force recognized for speed, quality, and reliability.

■ High Earning Potential with Uncapped Commission

Our performance-driven, uncapped commission structure allows top performers to earn aggressively. As a Sales Manager,

your success directly determines your income and career trajectory.

■ Lead Business with Top-Tier Global Manufacturers

Leverage your account experience with leading companies such as:

Toyota, Denso, Panasonic, Hitachi, Mitsubishi Electric, Tokyo Electron, and more. This role gives you the opportunity to manage large-scale accounts and influence strategic outcomes.

■ Open, International, and Growth-Focused Culture

- Work closely with global teams across the U.S., Europe, and APAC
- Fast-paced, flat organizational culture
- Extensive training and development support
- Stylish and modern office environment
- Smith offers both a dynamic, high-performance environment and a friendly, collaborative culture.

◆ About Smith & Associates ◆

Smith is one of the world's largest independent distributors of electronic components, providing sourcing, testing, supply-chain solutions, and global distribution services.

Key Facts:

- 40+ years of industry leadership
- 20+ worldwide offices
- Workforce fluent in 50+ languages
- Over USD \$12.9B in revenue since 2019
- Customers across mobile, automotive, industrial, semiconductor, consumer, and many other industries

With unmatched market intelligence and quality-driven processes, Smith continues to power the world's manufacturers.

◆ Position Overview | International Sales Manager

As an experienced sales professional, you will drive new business development, deepen key account relationships, and lead strategic global sales initiatives.

◆ Main Responsibilities ◆

- Identify and develop new customers and global vendors
- Conduct market research and perform proactive outreach (phone, email, online)
- Build and maintain strong relationships with existing accounts
- Provide tailored sales and administrative support based on client needs
- Research and analyze industry trends and electronic component markets
- Collaborate with overseas offices (U.S., Europe, Asia)
- Support various ad hoc and cross-functional projects

Required Skills

◆ Requirements ◆

Must-Have

- Bachelor's degree or higher
- 6+ years of sales experience in electronics (franchise, distribution, or manufacturing)
- Proven experience managing major accounts in industries such as:
 - Automotive (Toyota, Denso, etc.)
 - Industrial equipment (Panasonic, Hitachi, Mitsubishi Electric, etc.)
 - Semiconductor (Tokyo Electron, etc.)
- Strong results-oriented mindset and problem-solving ability
- High motivation, proactive learning attitude
- Excellent communication skills in English and Japanese
- Willingness to take on new challenges and pursue bold goals

*Candidates with slightly less experience may be considered for Senior Sales Representative.

◆ Compensation ◆

- Salary: Based on experience
- Expected range: typically 10–25% increase over current annual income (depending on skills and qualifications)
- Uncapped monthly commission included

◆ Benefits & Work Environment ◆

- Competitive, performance-driven compensation
- Comprehensive training and professional development programs
- Modern office and supportive work environment
- Gym and wellness sponsorship
- Year-round company events and community engagement opportunities
- Stable global organization offering long-term career growth

Company Description