



## Sales Director/営業部長

### Job Information

**Recruiter**

Ahead Japan

**Hiring Company**

IT Consulting Leader

**Job ID**

1521292

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

15 million yen ~ 25 million yen

**Refreshed**

May 16th, 2025 01:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Other Language**

Chinese (Mandarin) - Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

We are looking for a director level person for business expansion.  
You will be responsible for the following tasks while communicating closely with our representative.

**Main duties**

- Manage existing accounts (mainly in the manufacturing industry)
- Project delivery management
- PL (profit and loss statement) management
- Training and evaluation of team members
- Developing new clients and building client relationships (sales activities)
- Develop and promote company strategies

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## Required Skills

Experience/skills in all of the following

- At least 5 years of experience in a consulting firm
- Project management experience
- Expertise in manufacturing or IT industry
- Experience in PL (profit and loss statement) management

Welcomed skills/experience

- Proven track record of developing new clients
  - The kind of person we are looking for
  - Ability to think (we place importance on the ability to visualize and think out of the box, regardless of age or experience, as we often work on new things)
  - Communication skills (ability to “communicate” in a way that others can understand, ability to read what others want to say as early as possible)
  - Mind/mentality (attitude to continue taking on challenges, ability to face a new environment with sincerity and devote oneself to it, and humility)
- (Have your own ideas/opinions, be clear and open about them, and be able to make people around you want to work with you, or be willing to do so).

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## Company Description