

MichaelPage

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Sales Manager

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Job Information

Recruiter

Michael Page

Job ID

1537356

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

60 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 1st, 2025 11:09

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Seeking a dedicated and forward-thinking Sales Manager in the Industrial / Manufacturing sector. The candidate should be able to demonstrate exceptional leadership skills and have a strong sales background in BMS (Building Management Systems).

Client Details

The company is a large organization in the Industrial / Manufacturing sector that has established a strong presence in Japan. This company is renowned for its innovative products and solutions in the BMS field and is committed to maintaining the highest standards in all operations.

Description

- Develop and implement effective sales strategies for BMS products.
- Foster and maintain strong relationships with key clients.
- Drive sales growth and profit margins.
- Conduct market analysis and stay updated with industry trends.
- Collaborate with other departments to ensure seamless operations.
- Provide training and support to sales team members.
- Report on sales performance and forecast future sales trends.

Job Offer

- Comprehensive benefits including commute allowance, health insurance, and social insurance.
- A supportive company culture that encourages growth and development.

We welcome all suitable candidates to apply and take the next step in their career. This is a fantastic opportunity to join a leading company in the Industrial / Manufacturing sector and make a significant impact.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

A successful Sales Manager should have:

- Fluent Japanese and business level English
- A degree in business, marketing, or a related field.
- Proven experience in sales management within the Industrial / Manufacturing sector.
- Strong knowledge and experience with BMS products.
- Experience working with data center, R&D, and semiconductor customers
- Excellent communication and negotiation skills.
- Strong analytical and strategic planning abilities.
- Values teamwork and collaboration with other team members

Company Description

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