

MichaelPage

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Sales Manager

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Job Information

Recruiter

Michael Page

Job ID

1538453

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Hyogo Prefecture

Salary

9 million yen ~ 11 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 2nd, 2025 13:17

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

We are looking for a Sales Manager with expertise in the industrial/manufacturing industry to lead our sales department. The ideal candidate should possess exceptional leadership skills, a strong understanding of product sales, and a passion for driving business growth.

Client Details

The company is a large organization within the Industrial / Manufacturing industry. Located in Kobe, Hyogo, they are renowned for their commitment to innovation and high-quality products. They foster a supportive work environment, valuing teamwork and professional growth.

Description

- Lead, develop, and motivate the sales team to achieve set targets
- Develop sales strategies to expand the customer base and maintain customer satisfaction
- Collaborate with other departments to align company objectives and strategies
- Monitor market trends and competitor activities in the Industrial / Manufacturing industry
- Manage key customer relationships and participate in closing strategic opportunities
- Prepare sales reports and forecast future sales trends
- Ensure compliance with sales policies and procedures
- Conduct performance evaluations and provide feedback to sales team

Job Offer

- Remote work option available
- Health insurance and social insurance provided
- Opportunities for professional growth and development
- A supportive and inclusive work culture

We encourage all candidates who believe they possess the necessary skills and experience for the Sales Manager position to apply. This is an excellent opportunity to join a highly reputable company in the Industrial / Manufacturing industry located in Kobe, Hyogo.

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 related field
- Exceptional leadership and team management skills
- Strong understanding of the Industrial / Manufacturing market and customer needs
- A background in or working with mechanical or chemical engineering products
- Excellent communication and negotiation skills
- Proficiency in using sales management software
- Strong problem-solving skills and business acumen

Company Description

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