

MichaelPage

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Channel Sales

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Job Information

Recruiter

Michael Page

Job ID

1538689

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 7th, 2025 10:11

General Requirements

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

By managing the existing channels and developping new sales partners to achieve sales targets.

Client Details

A global electronics company that specializes in the development and manufacture of electronic measurement instruments. Now has grown into a recognized player in the global test and measurement equipment market.

Description

- Planning and execution of channel strategies and sales plans for the Japanese market
- Development of new sales partners and management of existing channels
- Analysis of sales data and optimization of channel performance
- Planning and execution of joint marketing and promotional events with partners

- Support for proposal activities and follow-up on key customer deals
- Conducting product and sales training for partners

Job Offer

Competitive salary package in the market with flexible working hours.

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Ming Luo on +81 3 6627 6087.

Required Skills

- Bachelor's degree +; a major in electronics or marketing is preferred
 - Over 5 years of B2B sales experience OR 3 years of hands-on experience in distributor sales and channel management
 - Knowledge of and experience using electronic measurement instruments (e.g., oscilloscopes, spectrum analyzers, signal generators) is preferred
 - Experience in developing new business partners and leading sales negotiations in the Japanese market
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Company Description

A global electronics company that specializes in the development and manufacture of electronic measurement instruments. Now has grown into a recognized player in the global test and measurement equipment market.