

**MichaelPage**

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## Corporate Sales Manager

### Corporate Sales Manager - Sustainability

#### Job Information

**Recruiter**

Michael Page

**Hiring Company**

Sustainability and Decarbonization services

**Job ID**

1539006

**Industry**

Electric Power, Gas, Water

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

14 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

May 12th, 2025 13:37

#### 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

As a Corporate Sales Manager, you will be responsible for driving revenue growth and building client relationships within the financial services sector. This role requires a strategic thinker with a knack for identifying, prioritizing, and securing business opportunities.

**Client Details**

Our client is a well-established organization in the decarbonization and sustainability services industry, with a significant presence in the Asia-Pacific region. The company is known for its solid reputation and commitment to providing high-quality services to its clients and partners.

## Description

- Develop and execute strategic plans to meet sales targets and expand our customer base.
- Establish productive, professional relationships with key personnel in assigned customer accounts.
- Coordinate the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and customers' expectations.
- Proactively lead a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones.
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Communicate effectively with clients and provide periodic reports to company management on sales operations and generated returns.
- Stay abreast with market trends, market activities, and competitors.

## Job Offer

- Generous sales incentives.
- Comprehensive social insurance.
- Transportation allowance.
- 20 days of annual leave.
- A professional and supportive work environment.

Join us in this exciting role in the financial services industry based in Singapore. Apply today to embark on a rewarding career journey with us.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

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## Required Skills

- A Bachelor's degree in Business Administration, Sales, Marketing, or a related field.
- Minimum of 7-10 years of experience in sustainability consulting, business development, deal origination, B2B sales or a related field, preferably within the sustainability or energy sector.
- Strong network of industry contacts and a deep understanding of the sustainability sector landscape.
- Ability to communicate, present and influence all levels of the organization.
- Proven ability to drive the sales process from plan to close.
- Demonstrable experience as head of sales, developing client-focused, differentiated and achievable solutions.
- Excellent listening, negotiation and presentation skills.
- Excellent verbal and written communications skills.
- Experience in the financial services industry is a plus.

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## Company Description

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