

MichaelPage

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Technical Sales

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Job Information

Recruiter

Michael Page

Job ID

1539357

Industry

Machinery

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Ibaraki Prefecture

Salary

8 million yen ~ 60 million yen

Refreshed

May 13th, 2025 11:41

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 seeking a dedicated and results-driven Sales Manager to oversee our aftermarket department. The role requires excellent leadership skills, and a strong background in the industrial/manufacturing sector.

Client Details

The company is a large organization deeply rooted in the industrial/manufacturing sector. With a strong presence globally, they pride themselves on their innovative solutions and commitment to quality.

Description

- Develop and implement effective sales strategies to achieve sales targets
- Negotiate and close agreements with large customers
- Report on sales results to senior management
- Forecast quarterly and annual profits
- Prepare and review the annual budget for the area of responsibility

- Address potential problems and suggest prompt solutions

Job Offer

- Comprehensive benefits including commute allowance, health insurance, and social insurance
- Flexibility in work schedules
- A supportive and professional work environment

Don't miss out on this fantastic opportunity. If you're a dynamic Technical Salesperson ready to take the next step in your career within the industrial/manufacturing sector, we'd love to hear from you.

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 Technical Salesperson should have:

- Proven work experience in sales for the industrial sector
- Excellent interpersonal and team management skills
- Strong analytical and negotiation skills
- Familiarity with CRM software
- Fluent Japanese and business level English

Company Description

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