



横浜みなとみらい 【Marketing & Sales Operations Representat】英語力が活かせる！

外資系建設機械のパイオニア

Job Information

Hiring Company

Caterpillar Japan LLC

Job ID

1542564

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Nishi-ku

Train Description

Minatomirai Line, Minatomirai Station

Salary

6.5 million yen ~ 8.5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Work Hours

8:30-17:30

Holidays

土日祝

Refreshed

May 27th, 2025 16:13

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the Position:

As a Market and Sales Operations Representative (MSOR), you are primarily responsible and accountable to drive services growth in partnership with our dealers with a focus on dealer marketing & sales excellence, digital excellence and to accelerate e-commerce and equipment management application adoption. This position will be based in Yokohama, Japan.

Key responsibilities will include:

- Developing industry, marketing and digital application knowledge as well as a strong understanding of the Caterpillar Dealer network
- Advising dealers on marketing, sales and customer-related strategies, systems and processes
- Coaching dealers in developing increased human performance capability such as identifying performance gap solutions
- Drive strategic growth initiatives with Distribution Director to align with internal partners and dealers
- Counsel dealers on strategy development and lead services growth plan governance
- Aligning strategies of the dealer with Caterpillar Enterprise Strategy
- Advising on existing and potential customer experience issues and improvement measures such as recommending ways to enhance market coverage and customer experience through training, technology enabled and bundled solutions, etc
- Consulting with dealers on marketing and sales strategy planning including developing strategies and plans to improve dealer effectiveness and identifying potential opportunities for increasing sales
- Consulting with dealers on process improvement methods and assisting with process evaluation
- Assisting dealers in business planning and on effectiveness of meeting expected business results
- Overseeing and promoting programs that increase sales while achieving targeted price realization and profit margins

As a dealer facing representative, you will collaborate with dealers to build capability, drive process improvement, and execute Market and Sales Operations related strategies. You will connect data to identify opportunities and develop solutions which support dealers in meeting customer needs.

【雇用形態】 正社員

【勤務地】

横浜オフィス
横浜市西区みなとみらい3-7-1 12F

【就業時間】

8 : 30～17 : 30

- 休憩時間 : 60分

【休日休暇】

年間休日125日

- 年末年始
- 夏季休暇
- 有給休暇
- 完全週休二日制

【諸手当・福利厚生】

- 通勤手当
- 各種社会保険 : 健康保険、厚生年金、雇用保険、労災保険

【採用方法】

書類選考→1次面接（Teams）→2次面接（対面）→内定

Required Skills

Desired Skills and Experience:

- Communication, collaboration and interpersonal skills
- Change management and Project management and collaboration skills
- Analytical skills to interpret and understand data to drive actions
- Ability to work independently and influence others in a variety of work environments to build trust
- A Bachelor's degree in Marketing or a related field would be beneficial
- Previous work experience in sales, product support, market development and eCommerce would be beneficial
- Must be willing to travel up to 40%

Top Candidates will have:

- Passion for marketing and driving customer loyalty
- High intellectual curiosity to learn, engage with people and build strong relationships.

Company Description