

MichaelPage

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Sales Manager - Imaging Technology

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Job Information

Recruiter

Michael Page

Job ID

1542595

Industry

Electronics, Semiconductor

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 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 28th, 2025 11:20

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

With strong technology and product offerings, we are now expanding our market presence in Japan and are looking for a Sales Manager to lead our sales team and build strategic customer relationships.

Client Details

They are a technology company that specializes in high-end imaging solutions. They develop advanced cameras, imaging

systems, and software used in various professional and industrial applications. Their products are known for delivering high-quality, detailed images across a range of sectors.

Description

- Lead and manage a small sales team of 3 salespeople providing coaching, direction, and performance management.
- Develop and implement sales strategies to drive revenue growth and expand our customer base in Japan.
- Manage key client relationships and lead negotiations with major customers and partners.
- Collaborate with technical teams to align customer needs with product capabilities and provide tailored imaging solutions.
- Track team performance, create sales forecasts, and report regularly to senior management.
- Attend trade shows, industry events, and customer visits to promote the brand and generate leads.
- Monitor competitor activity and market trends to identify new business opportunities.

Job Offer

- An estimated salary range of 11.7 to 14.3 million JPY per annum
- Sales incentive benefits
- A positive and professional work environment
- Opportunities for career advancement and professional development

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Linh Pham on +813 6832 8670

Required Skills

- Previous B2B sales experience with hardware and solutions
- Proven leadership experience managing a small sales team.
- Excellent communication, negotiation, and presentation skills.
- Business-level Japanese and English fluency.
- Familiarity with CRM tools and data-driven sales reporting.

Company Description

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