



Sales Manager / Sales Supervisor

Job Information

Hiring Company[Tenneco Japan Ltd.](#)**Job ID**

1546752

Industry

Automobile and Parts

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture, Izumisano-shi

Salary

7 million yen ~ 12 million yen

Work Hours

9:00~17:15 (休憩60分)

Holidays

土日

Refreshed

August 22nd, 2025 12:00

General Requirements

Minimum Experience Level

Over 6 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

<この求人の魅力>

- 日本の農機具・商用車向け製造事業の営業を統括
- 顧客対応と新規案件獲得による事業拡大のやりがい
- 戦略的営業・見積もり作成・市場分析の経験活用可能
- 週1在宅勤務可、年間休日128日と働きやすい環境

Position Summary:

This position will lead commercial activities of the Japan manufacturing business. Customers are mainly agricultural

equipment and other commercial vehicle companies. The position serves as the primary commercial customer contact for related projects. This position is also responsible for selectively pursuing, quoting and acquiring new business with the customers under the Key Account Manager.

Major Duties and Responsibilities:

- Develop customer and market strategies employing strategic selling and other techniques in accordance with segment strategic sales goals
- Act as primary commercial customer contact
- Quoting/pricing, cost estimate and business case development
- Responding to incidents affecting production
- Correspondence to planned production volume change
- Market Analysis to provide design, quality, delivery, service and cost data
- Assist and support VA/VE & TVM activities
- Business Development / Screen potential new business
- Other duties as assigned

雇用形態

契約期間：期間の定めなし

試用期間：あり（3ヶ月）試用期間中の労働条件の変更なし

年収

Manager Class：900万円 ～ 1200万円

Supervisor Class：700万円 ～ 1000万円

勤務地

大阪府泉佐野市 又は 神奈川県横浜市、週 1 日在宅勤務可

受動喫煙対策：喫煙室設置

勤務時間

9:00～17:15（休憩60分）

休日休暇

土日、夏季、年末年始 年間休日128日（※閏年129日）

年次有給休暇（入社半年経過後10日付与、最大25日）

Required Skills

【必須（MUST）】

- Minimum 5 years sales/commercial experience in OEM automotive industry
- Proven tracking record in commercial/business with a tier 1 supplier
- Ability to define problems, collect data, establish facts and draw valid conclusions
- Ability work in multi-cultural environment
- Capabilities and experience to negotiate with customers in pricing and business award
- Experience in financial & technical business negotiations
- Demonstrated negotiating skills with proven progressive commercial success
- Must be able to deliver professional presentations
- Business level English and native level Japanese communication skills are must
- Must have basic computer skills (Excel, Word, Power-point, etc.)

【歓迎（WANT）】

- B.S. Degree in business or engineering or advanced
- Knowledge of powertrain, engines or after treatment systems is preferred
- Kubota、Yanmar、Komatsuなどの商用車メーカーとTier 1サプライヤとしてビジネスを行った経験

【一次面接の種類】

通常面接

Company Description