

MichaelPage

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Key Account Sales-Electronics

Key Account Sales

Job Information

Recruiter

Michael Page

Job ID

1546838

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

2.5 million yen ~ 12 million yen

Refreshed

July 7th, 2025 10:50

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

- Development and sales of Semiconductor devices and modules for industrial and consumer applications. Also understanding the customer needs and providing solutions through the company module.

Client Details

Our client is a global semiconductor leader in power systems and IOT. They have a strong focus on efficient energy and enabling eco-friendly and tech-driven progress through innovative products and solutions.

Description

- Sales promotion and business development
- Leading and supporting sales activities through distributors
- Price and contract negotiations
- PSI (Production, Sales, Inventory) management
- Forecast and budget control
- Providing feedback to internal departments
- Regular meetings with customer procurement and technical departments

Job Offer

- Contribute to high-impact sales initiatives across advanced technology sectors.
- Collaborate within a globally integrated team with clear development pathways.
- Access a flexible, well-supported work environment with competitive benefits.

If you are ready to elevate your sales career in the Semiconductor and electronic industry, apply today to join this exciting opportunity in Tokyo!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Kelvin Nketsiamensah +81366276076.

Required Skills

- 3+ years of experience in semiconductor sales, marketing, or FAE, including client-facing activities
 - Team-oriented and collaborative mindset
 - Fluent in Japanese
 - Business-level English
 - Proficiency in basic PC skills (Excel, PowerPoint, etc.)
 - Overseas study or work experience (Preferred)
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Company Description

Our client is a global semiconductor leader in power systems and IOT. They have a strong focus on efficient energy and enabling eco-friendly and tech-driven progress through innovative products and solutions.