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Area Sales Manager - Marine Equipment

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Job Information

Recruiter
[Michael Page](#)
Job ID

1553428

Industry

Machinery

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

8 million yen ~ 10 million yen

Refreshed

July 29th, 2025 16:10

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

We are seeking an experienced Area Sales Manager to lead business development efforts for a new product line in Japan. This is a newly created role that blends strategic market expansion with hands-on account management.

Client Details

Our client is a global leader in marine cargo and load handling solutions, operating in over 30 countries. They are known for making the sea more accessible, safe, and reliable for those whose livelihoods depend on it. In Japan, the company has built a strong reputation for quality, service, and long-term client relationships.

Description

This is a newly created position within the sales division, driven by the company's strategic plan to introduce a new product line to the Japanese market. You will have the opportunity to shape and grow the business by introducing new products to existing customers and identifying new opportunities with shipbuilders and shipowners. Key responsibilities include, but are not limited to:

- Managing sales activities primarily for products that are new to the Japan market.

- Business development with existing accounts and identifying new customers in the marine sector.
- Supporting product introduction and upselling opportunities.
- Collaborating with overseas engineering and sales teams for technical and commercial alignment.
- Acting as the primary liaison with end customers (e.g., shipbuilders, owners) and handling inquiries through to closing.
- Participating in global sales meetings and reporting progress to senior stakeholders.

Job Offer

- Work in a low-turnover, tight-knit team
- Opportunities to develop and grow within the transport & distribution industry.
- Exposure to international collaboration with engineering and sales colleagues across the globe.
- Opportunity to shape the business in Japan through a hands-on role with both autonomy and support.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

Required Skills

- A proven track record in sales, preferably in the construction/machinery/marine industry.
- Strong negotiation and relationship-building skills.
- Excellent communication and presentation abilities.
- A strategic approach to identifying and closing business opportunities.
- The ability to work collaboratively with cross-functional teams.
- Have strong communication skills in both Japanese and English (business-level English required).
- Possess a collaborative and open personality - this team values honesty, humility, and teamwork.

Company Description

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