

**MichaelPage**

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## Sales Manager

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#### Job Information

**Recruiter**

Michael Page

**Job ID**

1553477

**Industry**

System Integration

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

12 million yen ~ 20 million yen

**Work Hours**

詳しくはお問い合わせください

**Refreshed**

July 30th, 2025 10:34

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

Leads a sales team in Tokyo to grow the business by finding new customers and managing key accounts in security solutions. Supports and coaches the team, maintains a healthy sales pipeline, and ensures high customer satisfaction.

#### Client Details

Known for delivering cutting-edge integrated security solutions, the company values strong leadership and fosters a performance-oriented culture focused on collaboration, innovation, and customer success.

#### Description

- Lead and support a sales team to grow the business and meet sales targets in integrated security solutions.
- Manage key customer accounts and help the team find new business opportunities.
- Work closely with customers to understand their needs and deliver tailored security solutions.
- Track sales activities and performance using CRM tools, and report progress regularly.
- Collaborate with other teams to ensure smooth project delivery and high customer satisfaction.

**Job Offer**

- Leadership role managing a motivated sales team in Tokyo within the security solutions sector.
- Opportunity to drive business growth by managing key accounts and developing new clients.
- Collaborative work environment with cross-functional teams and direct involvement in project delivery.
- Competitive compensation with a clear focus on achieving sales targets and rewarding performance.
- Flexible hybrid working style supported to balance office and remote work.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

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**Required Skills**

- Proven experience leading sales teams and achieving targets, preferably in the security industry.
  - Strong knowledge of integrated security systems like access control, CCTV, and intrusion alarms.
  - Excellent communication and leadership skills to motivate the team and build client relationships.
  - Comfortable using CRM software and analysing sales data to drive results.
  - Fluent in both Japanese and English, able to work with global customers and internal teams.
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**Company Description**

Known for delivering cutting-edge integrated security solutions, the company values strong leadership and fosters a performance-oriented culture focused on collaboration, innovation, and customer success.