

MichaelPage

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Field Sales

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Job Information

Recruiter

Michael Page

Job ID

1554000

Industry

Hardware

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Work Hours

詳しくはお問い合わせください

Refreshed

August 5th, 2025 17:54

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

Expands corporate sales across Japan by building and maintaining strong relationships with re sellers and key accounts.

Client Details

A top-tier PC manufacturer renowned for its innovative products and extensive re seller network, committed to delivering exceptional value and building lasting customer partnerships across Japan.

Description

- Build and nurture strong partnerships with re sellers to drive nationwide sales growth.
- Lead strategic sales activities including product promotion, pricing, and bid management.
- Travel across Japan to engage with key accounts, expanding market reach and customer base.
- Collaborate with marketing and product teams to deliver imperatively training and promotional events.
- Analyse sales data to forecast demand and optimise inventory and delivery schedules.

Job Offer

- Competitive compensation with full-time, permanent employment.
- Hybrid work style with flexible hours and remote work options.
- Ample paid time off including summer, year-end holidays, and special leave.
- Employee-friendly benefits such as commuting allowance, meal subsidies, and product discounts.
- Supportive work environment with access to training, wellness checks, and career development opportunities.

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

Required Skills

- Strong experience in B2B sales experience with tangible products in the Japanese market.
 - Strong analytically and presentation skills using Excel and PowerPoint.
 - Proven ability to plan and execute sales strategies with accurate forecasting.
 - Excellent communication and relationship-building skills with internal and external stakeholders.
 - Self-driven, proactive, and able to manage challenges with a solution-oriented mindset.
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Company Description

A top-tier PC manufacturer renowned for its innovative products and extensive re seller network, committed to delivering exceptional value and building lasting customer partnerships across Japan.