

MichaelPage

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Sales Manager

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Job Information

Recruiter

Michael Page

Job ID

1555590

Industry

Machinery

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 13 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

August 20th, 2025 12:07

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As a Sales Manager, you will drive sales growth and manage client relationships within the industrial and manufacturing sectors. Based in Tokyo, you will play a pivotal role in expanding the company's footprint across Japan and the APAC region.

Client Details

This mid-sized organization operates within the industrial and manufacturing sectors, delivering specialized solutions to clients worldwide and Japan. It is known for its commitment to innovation and excellence in its field.

Description

- Develop and execute strategic sales plans to achieve revenue targets within Japan and the APAC region.
- Build and maintain strong client relationships to ensure customer satisfaction and retention.
- Identify new market opportunities and drive business development initiatives.
- Collaborate with internal teams to tailor solutions that meet client needs.
- Monitor market trends and competitor activity to adjust strategies accordingly.
- Prepare accurate sales forecasts and regular performance reports.
- Lead negotiations and close high-value contracts with clients.
- Represent the company at industry events and trade shows.

Job Offer

- Comprehensive benefits, including commute allowance, social insurance, and health insurance.
- Flexible work arrangement with remote work options three times a week.
- Opportunity to work in a mid-sized organization with a focus on innovation in the industrial and manufacturing sectors.
- Collaborative and supportive work environment in Tokyo, Osaka or Kobe.

Take the next step in your sales career by applying for this exciting opportunity today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

A successful Sales Manager should have:

- A strong background in sales within the industrial or manufacturing sectors.
- Proven ability to build and sustain client relationships, preferably in the energy industry.
- Experience in developing and executing sales strategies across regions.
- Excellent negotiation and communication skills.
- Familiarity with market trends in the APAC region.
- Proficiency in using CRM tools and sales analytics platforms.
- Fluency in English; proficiency in other APAC languages is a plus.

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