

MichaelPage

www.michaelpage.co.jp

Sales Manager- Machinery

Sales Manager- Machinery

Job Information

Recruiter

Michael Page

Job ID

1555620

Industry

Machinery

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

7 million yen ~ 10 million yen

Refreshed

August 20th, 2025 17:04

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

This role involves driving market expansion and executing sales strategies for large capital equipment in Japan. The successful candidate will manage the full sales cycle, from market analysis to deal closure, while reporting to the Japan Business Unit Manager.

Client Details

Our client is a global leader in environmental technology, specializing in industrial sorting solutions for the circular economy. With a strong presence in Europe and expanding operations in Asia, they are committed to innovation and sustainability. The Japan office is growing and seeks a dynamic sales professional to lead market development. The role offers international exposure and the chance to shape local strategy.

Description

This is a strategic sales role focused on market penetration and client engagement in Japan. The key responsibilities include but are not limited to:

- Conduct market analysis including competitor bench marking and stakeholder outreach.

- Roll out localised sales strategies and participate in territory planning.
- Develop and close sales opportunities with support from internal teams.
- Maintain CRM records and contribute to safety and compliance initiatives.
- Monitor market trends and competitor activities to identify growth opportunities.
- Represent the company at industry events and trade shows to enhance brand visibility.

Job Offer

- Competitive salary package.
- Opportunity to shape market strategy and work with innovative technologies.
- Collaborative team environment with international exposure.

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 successful Sales Manager should have:

- A strong background in sales within the industrial or manufacturing industry.
- Experience in developing and implementing successful sales strategies.
- Technical/Engineering background preferred
- Fluent in Japanese and English
- Excellent communication and negotiation skills to build lasting client relationships.
- A proactive and self-motivated approach to achieving goals.

Company Description

Our client is a global leader in environmental technology, specializing in industrial sorting solutions for the circular economy. With a strong presence in Europe and expanding operations in Asia, they are committed to innovation and sustainability. The Japan office is growing and seeks a dynamic sales professional to lead market development. The role offers international exposure and the chance to shape local strategy.