

MichaelPage

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Business Line Manager

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Job Information

Recruiter

Michael Page

Job ID

1556417

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

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 27th, 2025 11:33

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

The Business Line Manager will lead and oversee the service sales operations within the industrial/manufacturing industry, focusing on delivering exceptional customer support and achieving business growth. This role in Yokohama requires strong leadership skills and a deep understanding of service-based sales strategies.

Client Details

This opportunity is with a large organization in the industrial/manufacturing sector, known for its expertise and innovation in high-quality products and solutions. The company is committed to fostering professional growth and providing industry-leading services.

Description

- Develop and execute service sales strategies to meet and exceed business targets.
- Manage and lead a team of sales professionals, ensuring alignment with organizational goals.
- Build and maintain strong relationships with key customers and stakeholders.
- Identify new business opportunities within the service segment and drive revenue growth.
- Monitor market trends and competitor activities to inform strategic decisions.
- Collaborate with internal departments to ensure seamless service delivery to clients.
- Prepare accurate sales forecasts and reports for senior management.
- Ensure compliance with company policies and industry regulations in all sales activities.

Job Offer

- Comprehensive benefits, including commute allowance and full social and health insurance coverage.
- A company culture that promotes sustainability initiatives through its processes, both internal and external
- Engagement in a supportive and professional work environment.
- An engaged team environment

This is an excellent opportunity to take the next step in your career in the industrial/manufacturing industry. If you are ready to make an impact, apply 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 Business Line Manager should have:

- A strong background in product and service sales within the industrial/manufacturing industry.
- Proven leadership skills with the ability to manage and inspire mid-sized teams
- Past experience with P&L responsibilities
- Excellent communication and negotiation skills to build lasting client relationships.
- A strategic mindset with the ability to analyze market trends and identify opportunities.
- Educational qualifications in business, engineering, or a related field.
- Fluent Japanese and high business level English

Company Description

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