



Manager, Second Sales Department Based at Hamamatsu Office

自動車部品世界トップクラスのマレリ社とHighly社の合併企業

Job Information

Hiring Company

Highly Marelli Japan Co., Ltd.

Job ID

1558394

Industry

Automobile and Parts

Company Type

International Company

Job Type

Permanent Full-time

Location

Shizuoka Prefecture, Hamamatsu-shi Naka-ku

Salary

7 million yen ~ 10 million yen

Refreshed

May 5th, 2026 11:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

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As Manager of the Second Sales Department within the Sales Division, he/she will be the primary point of contact for existing clients SUZUKI and MAZDA. Additionally, he/she is expected to eventually oversee the entire Western Japan region, including TOYOTA and Daihatsu, which are planning to enter the market in the future.

For the time being, he will serve as the Sales Manager at the Hamamatsu Office, responsible for the following duties:

- Drive sales activities for all products to OEMs
- Prepare quotations, conduct price negotiations, and coordinate contract terms
- Communicate customer requirements internally with related functions
- Handle customer interface from RFQ to start of mass production
- Monitor sales/profit targets and report progress
- Support and guide junior sales staff

Required Skills

Must

1. Sales experience and managerial experience within the automotive parts industry at Tier 1 level
2. Practical experience in RFQ handling, pricing strategy, and profit simulation; strong customer negotiation skills and problem-solving abilities
3. TOEIC score of 650 or higher, or practical experience involving international communication
4. Willingness to relocate to Nagoya or Osaka in the future
5. Native Japanese speaker (essential for detailed Japanese communication as this is sales for Japanese manufacturers)

Want

1. Sales experience targeting SUZUKI

Theoretical annual salary :

About 7.8M Yen~9.6M Yen (Allowance paid separately)

Monthly Base Salary : 600,000~800,000 Yen

work location

Highly Marelli Japan Hamamatsu Office

14F Press Tower, 11-1 Asahi-cho, Naka-ku, Hamamatsu-shi, Shizuoka 430-0927

(May relocate to Nagoya or Osaka area in the future)

work format : Flexible working system

Availability of fixed overtime pay system : None

*Not subject to time management and not paid overtime since hired as a managerial position.

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