



## 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

April 7th, 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

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## 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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