

Overseas Sales - Electronic Components

Overseas Sales - Electronic Components

Job Information

Recruiter

[Michael Page](#)

Job ID

1559543

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 8 million yen

Refreshed

September 25th, 2025 14:07

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Overseas Sales Account Manager will be responsible for driving international sales growth and maintaining strong client relationships in the industrial/manufacturing industry. This role is based in Tokyo, and requires a results-driven professional with a strong understanding of global markets.

Client Details

This role is with a large-sized organisation in the industrial/manufacturing industry, known for its innovative products and commitment to high-quality standards. The company has a global presence and focuses on delivering tailored solutions to meet its clients' needs.

Description

- Develop and execute international sales strategies to achieve revenue targets.
- Maintain and strengthen relationships with existing overseas clients.
- Identify and pursue new business opportunities in global markets.
- Collaborate with internal teams to ensure seamless delivery of products and services.
- Conduct market research to stay informed about industry trends and competitors.
- Prepare and present sales reports to track progress and forecast future performance.

- Negotiate contracts and agreements with international clients.
- Attend industry events and trade shows to promote the company's offerings.

Job Offer

- Competitive salary range of 6000000 JPY to 8000000 JPY annually.
- Opportunities for international travel and exposure to global markets.
- Comprehensive training and development programs.
- Supportive work environment with a focus on innovation and quality.
- Paid holiday leave and additional benefits in line with company policy.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Overseas Sales Account Manager should have:

- A strong background in sales within the industrial/manufacturing industry.
 - Proven ability to develop and maintain international client relationships.
 - Excellent communication and negotiation skills.
 - Proficiency in market research and sales forecasting techniques.
 - Ability to work independently and adapt to diverse cultural environments.
 - Fluency in English and Japanese
 - Familiarity with global trade regulations and processes.
-

Company Description

This role is with a large-sized organization in the industrial/manufacturing industry, known for its innovative products and commitment to high-quality standards. The company has a global presence and focuses on delivering tailored solutions to meet its clients' needs.