



【Global Team】 SALES MANAGER – HARDNESS TESTING EQUIPMENT

Work Directly with European HQ

Job Information

Hiring Company

Innovatest Japan K.K.

Job ID

1563977

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 14 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

November 26th, 2025 17:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the Company:

INNOVATEST is a global, European-based manufacturer of high quality, advanced hardness testing equipment, with an established and growing installation base in Japan.

INNOVATEST Japan K.K. is our local head office in Taito City, Tokyo. The facility has a demonstration showroom containing

our full product range of Rockwell, Vickers, Brinell and Universal hardness testing machines.

INNOVATEST hardness testers are high quality, accurate, reliable, and easy to use, with advanced levels of automation and technology.

Position:

We are looking for a highly motivated and experienced senior sales leader to assist in growing our market share and sales in Japan. A sales leader who combines technical understanding with commercial drive. Someone entrepreneurial, results-oriented, and culturally agile, capable of leading sales growth for INNOVATEST in Japan.

This is not a position to simply manage existing business — it's a growth role for someone who is experienced in winning business, building relationships, and delivering exceptional sales results based on a proven track record.

Key Responsibilities:

- Aggressively grow INNOVATEST's presence in Japan by identifying, pursuing, and closing new business opportunities.
- Deliver exceptional sales results and sales growth, and successfully close machine orders regularly.
- Manage and develop relationships with key accounts, distributors, and strategic partners.
- Deliver technical demonstrations and application support for INNOVATEST's full product range.
- Provide market intelligence, competitor analysis, and performance reporting to HQ.
- Represent INNOVATEST at trade shows, seminars, and customer events.
- Based close to our head office in Tokyo, with 70% national travel required.

Required Skills**Qualifications & Skills:**

- Language: Japanese and English. Ability to read, write and speak in English is a mandatory requirement.
- Bachelor's degree in Mechanical Engineering, Materials Engineering, or a related technical field.
- Minimum 5–7 years of proven experience in technical sales, preferably in hardness testing or materials testing.
- Experience with direct B2B end customer sales and a history of delivering strong results.
- Experience with indirect B2B sales via distribution channels and a history of delivering strong results.
- Hands-on knowledge of hardness testing or similar mechanical testing equipment strongly preferred.
- Ability to combine commercial acumen with technical expertise.
- Excellent communication, negotiation, and relationship-building skills.
- Self-motivated and able to work independently while coordinating with international teams.
- Solid proficiency of MS Office (Word, Excel, Powerpoint).
- Knowledge of ERP and CRM systems.

What We Offer:

- A senior role in a globally recognized, high-growth organization.
- Highly competitive base salary with performance-based incentives and commission structures.
- Full social insurance, paid leave, transportation allowance, hybrid work policy, and global training opportunities at INNOVATEST headquarters in the Netherlands.
- Support and collaboration with INNOVATEST Europe and exposure to the latest hardness testing technology.
- A modern head office in Tokyo with a large equipment showroom with our complete range of hardness testers available for customer demonstrations, sample testing and training.

Company Description