



## エリアセールスマネージャー PFG Sales Mgr (Area Sales Manager)

アメリカ本社 モーションコントロール技術のグローバルリーダー

### Job Information

**Hiring Company**

[Parker Hannifin Japan Ltd.](#)

**Job ID**

1569829

**Industry**

Machinery

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shinagawa-ku

**Salary**

7 million yen ~ 13 million yen

**Work Hours**

09:00 ~ 18:00

**Holidays**

完全週休2日制（土日祝）

**Refreshed**

March 26th, 2026 06:00

### 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

#### ◀ Job Description & Position Highlights ▶

- Lead growth strategies for the filtration business while overseeing sales operations and distributor management
- Drive business growth directly by shaping and executing strategies with significant autonomy
- Leverage your experience and language skills in a global environment by collaborating with teams worldwide
- Secure stable employment with fair recognition of your expertise through full-time employment at a global corporation

**【Job Responsibilities】****■Position Summary:**

To increase the market position of divisions, regions, and group. Responsible for directing Territory Managers and Distributors to increase sales volume and margin with existing and new accounts including new distributor development. Accountable for motivating and offering on going direction to staff executing the sales goals. Responsible for securing and maintaining regional distribution of products and effective agreements. Has accountability for Strategic Account development within. Actively supports The Win Strategy and its related initiatives.

**■Scope/Supervision and Interaction:**

(Has Direct Reports)

Assumes managerial role in territory personnel performance and development. Proactively works with all divisional management and related support departments to ensure on time premier customer experience needs are met or exceeded. Represents company at trade shows and other professional activities. Reports to Country Managing Director- Japan.

**■Essential Functions:**

- Develop and implement the strategy for the business growth of Filtration.
- Develop marketing and sales promotion programs for distribution and OEM customers.
- Maintain effective communication with Parker global business/ product teams.
- Develop annual marketing plans for sales/order/opportunity growth.
- Ensures sales goals are achieved. Effectively utilizes placement, motivation, training and development skills with the territory sales/product business.
- Actively calls on key accounts, distributors and coaches for responsible people to develop and maintain strong customer relationships.
- Ensures Parker products and services are meeting customer experience levels and resolves conflict issues effectively and efficiently.
- Implements strategies to recognize new revenue and margin opportunities.
- Strategically manages the development and implementation of appropriate responses from competitors. Develops and maintains comprehensive knowledge of competitive products and their activity in the market place and provide reports on a regular basis.
- Keeps management and territory managers aware of changes which would effect the distribution of Parker products.
- Assist the group and divisions in planning strategy to provide the products and service required. Actively support cross-divisional and other group products.

**\*Additional Comments:**

The essential functions have been provided as examples of the type of work performed by employees assigned to this job classification. The Company reserves the right to modify the work assignments and/or to make reasonable accommodations so that qualified employees can perform the essential functions. The job description is not intended to be an all inclusive list of duties and responsibilities. It is intended to describe the general nature of the position.

**【Employment Type】**

Permanent employee

**【Salary】**

Based on experience and skill level

**【Working Hours】**

In accordance with company regulations

**【Work Location】**

In accordance with company regulations

**【Holidays & Leave】**

In accordance with company regulations

**【Benefits & Welfare】**

In accordance with company regulations

**Required Skills****【Qualifications:】**

- Passionate mentality for winning
- Engaged leadership style
- BS degree in business/ marketing/ engineering-- advanced MBA degree a plus
- Minimum 7 years sales/marketing or product management experience with broad knowledge of product applications, competition and markets.
- Excellent communication, presentation and interpersonal skills in both Japanese and English.
- Highly organized and self-motivated
- Hands on and detail orientation
- Good working knowledge of OEM's and distribution.
- Must have proven track record of exceeds plus experience.

**Company Description**