



## セールスダイレクター PHJ Sr. 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**

1569830

**Industry**

Electronics, Semiconductor

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shinagawa-ku

**Salary**

8 million yen ~ 14 million yen

**Work Hours**

09:00 ~ 18:00

**Holidays**

完全週休2日制（土日祝）

**Refreshed**

April 16th, 2026 10:00

### General Requirements

**Minimum Experience Level**

Over 10 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 ▶**

- Overseeing the FCG, PFG, and EMG businesses, and leading the growth strategy and sales organization for the Japanese market.
- High sense of accomplishment as the overall business leader for Japan, where results directly contribute to market expansion and business performance.

- The professional fulfillment of collaborating with executive management and global teams and participating in strategic decision-making.
- A permanent (full-time) position with a high degree of autonomy/discretion, and a stable work environment characteristic of a global company.

### **[Job Responsibilities]**

#### ■Position Summary:

To increase the market position of FCG, PFG and EMG business. Responsible for directing Japan product sales managers and distributors to increase sales volume and margin with existing and new accounts. Accountable for motivating and offering on going direction to staff executing the sales goals. Responsible for securing and maintaining regional distribution of products and maintaining effective agreements. Has accountability for strategic account development within region. Actively supports The Win Strategy and its related initiatives.

#### ■Scope/Supervision and Interaction:

(Has Direct Reports)

Responsible for FCG, PFG and EMG business in Japan. Reports to Country Managing Director- Japan. 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.

#### ■Essential Functions:

- Develop and implement the strategy for FCG, PFG and EMG business.
- Develop marketing and sales promotion programs for distribution and OEM customers.
- Maintain effective communication with Parker global team, including Global Key Account management.
- Supervise product sales managers, and application engineering manager of FCG, PFG and EMG in Japan.
- Ensures sales goals are achieved within the region. Effectively utilizes placement, motivation, training and development skills with the territory sales/product business.
- Actively calls on key accounts, distributors and coaches product sales managers to develop and maintain strong client relationships.
- Ensures Parker products and services are meeting customer satisfaction levels and resolves conflict issues effectively and efficiently.
- 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 and/or monthly basis.
- 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 (Exempt)

### **[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:]**

- BS degree in business or marketing -- advanced MBA degree a plus
- Minimum 10 years generating significant sales volume to Industrial components market, or minimum 10 years product/engineering experience in the Fluid components business sector.
- Stakeholders management in the complexed/ diversified structure.
- Excellent communication, presentation and interpersonal skills in both Japanese and English.
- Strategic perspectives
- Scientific/ data-based sales management
- Hands on and detail orientation
- Good working knowledge of OEM's and/ or distribution.
- Must have proven track record of exceeds plus experience.

## Company Description