



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

February 12th, 2026 06:00

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