



営業職/マネージャー候補

外資系電子部品メーカーでの募集です。 法人営業（その他）のご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系電子部品メーカー

Job ID

1574096

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Shiga Prefecture

Salary

6 million yen ~ 8 million yen

Work Hours

08:30 ~ 17:00

Holidays

【有給休暇】初年度 20日 1か月目から 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始 【年次有給休暇】年間...

Refreshed

February 5th, 2026 14:00

General Requirements

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

【求人No NJB2342666】

1. Sales CRM

Achieves planned KPI's (turnover GM) for all products sold to assigned customers. Acquires incoming orders turnover and standard gross margin for all products in area of responsibility. Plans directs and coordinates customer strategy and activities for related products. Sets up customer visit schedules executing visits/interactions esp. with key decision makers. Generates customers' inquiries and quotations with back office support and other internal entities. Authorizes quotations and

pricing; performs quotation reviews negotiations and contracting with customers. Assists Accounts Receivables with overdue management. Documents and maintains customer interaction and corresponding master data into the CRM tool. Constantly improves overall customer satisfaction.

2. New Business/Market Intelligence

Acquires new sales potentials and related products considering the highest possible value creation for SCHOTT. Initiates R D cooperations with customers and involves internal specialists where necessary. Promotes product range of allocated BU/BS new developments and competences in order to generate new resp. extended business opportunities. Defines needs of market studies for specific markets and initiates benchmarking in close cooperation with relevant internal specialists; monitors competitors' activities.

3. Planning/Strategy/Reporting

Delivers monthly rolling forecasts and performance reports including deviation analysis and action plan. Reviews monthly performance of account plan (sales/net profit EBIT/ROS Sales and GM total potential for SCHOTT SCHOTT's share of wallet per location and business). Plans annual accounts for the associated products reviews customer segmentation. Establishes pricing policies for each of the associated products and leads the development of the necessary price calculation schemes.

4. Miscellaneous

Cooperates with Marketing to set up visit and participation planning for the most relevant fairs and trade shows as well as presence in the most appropriate literature and advertising program for associated products. Attends and supports appropriate conferences and exhibitions.

5. Training

Retains a current knowledge within his/her area of responsibility by constant training measures. Performs other duties as assigned.

※ご応募には英文レジュメが必要です。

Required Skills

【必須】

- ・5年以上の営業経験
- ・ビジネスレベルの英語（ドイツのグループ会社と英語のやり取りがある為、必須）

Company Description

ご紹介時にご案内いたします