



【1800～3000万円】 Managing Director

※世界リーダーシップ産業コネクタメーカー※での募集です。COOのご経験のある...

## Job Information

### Recruiter

JAC Recruitment Co., Ltd.

### Hiring Company

※世界リーダーシップ産業コネクタメーカー※

### Job ID

1575803

### Industry

Electronics, Semiconductor

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Kanagawa Prefecture

### Salary

18 million yen ~ 30 million yen

### Work Hours

09:00 ~ 17:30

### Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 夏季休暇 年末年始 慶弔休暇

### Refreshed

February 21st, 2026 13:00

## 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 NJB2353680】

Reporting: Direct report to APAC Managing Director in Singapore

【具体的な業務内容】

- ・ 日本法人の統括、ビジネス拡大、売上管理
- ・ グローバルとのコミュニケーション
- ・ その他法人代表業務

**Job Responsibilities**

- Drive strategic growth aligned with the company's sales plan in close collaboration with Corporate Regional Management APAC.
  - Lead and inspire a high performing team fostering a culture of innovation accountability and excellence.
  - Strengthen partnerships with customers government agencies and local institutions.
  - Champion digital transformation across sales marketing and operations.
  - Define and execute a clear strategic roadmap for HARTING Japan.
  - Achieve ambitious revenue targets through new product launches and customer acquisition.
  - Accelerate efficiency via digitalization and automation of core processes.
  - Implement CRM driven lead and opportunity management strategies.
  - Expand digital sales channels and enhance brand visibility in Japan.
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**Required Skills**

【必須条件】

- メインターゲットであるロボット、鉄道、FAなど関連の業界経験
- 英語力（グローバルとのコミュニケーション）

- Have a proven track record as a Sales Director or Managing Director in a global industrial or automation environment.
  - Demonstrates success in building and scaling business units through modern leadership and strategic execution.
  - Brings deep industry knowledge · ideally from connectors factory automation OEMs or system integrators.
  - Inspiring teams to innovate take ownership and deliver results.
  - Promoting a culture of experimentation feedback and continuous learning.
  - Acting with integrity agility and customer centricity.
  - Driving digital transformation and process optimization for customer value.
  - Is fluent in English; German is a plus.
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**Company Description**

ご紹介時にご案内いたします