



【愛知・神奈川】自動車産業向け Sales

日本モレックス合同会社での募集です。セールスエンジニアのご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

日本モレックス合同会社

Job ID

1576356

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Aichi Prefecture

Salary

7 million yen ~ 12 million yen

Holidays

【有給休暇】有給休暇は入社時から付与されます ■年次有給休暇：入社日付で、入社日に応じて次の通り付与する。 ・ 4月1日から9...

Refreshed

April 2nd, 2026 00:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2277236】

【おすすめポイント】

- ・ OEM、Tier1向けの深耕営業に従事頂きます
- ・ 売り上げ数字とプロセスで評価がなされ、成果に応じて求人票記載の給与とは別にインセンティブが支給されます。
- ・ Drive sales activities to expand Molex focused products and profits within assigned districts of automotive OEMs and Tiers.
- ・ Generate and realize the opportunities in sales force with strategic approach aligned with business units.
- ・ Develop and implement sales plan Learn Molex products and systems to maintain and develop Molex business in the customers

- Get customer voices and communicate with international business unit
 - Supports all sales channels: OEM distribution Molex affiliates globally including local production site members.
 - Develops and maintains expense budget for district.
 - Maintain mass production sales volume forecast for avoiding supply disturbance
 - Performs other related duties as assigned by manager.
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Required Skills

- 3 to 5 successful (performance reviews meeting quota etc.) years of sales experience for automotive industry (preferably with Denso or Toyota) .
- Knowledge of automotive environment and culture OEM and Tier1

Sales skills that demonstrate the ability to successfully negotiate and close a sales

- Maintain current product portfolio with keeping profit level and take an proactive action when profitability situation changed due to external causes.
 - Well developed interpersonal skills that demonstrate the ability to build rapport with external contacts and give guidance and advice.
 - Basic PC skills (excel PowerPoint and Word)
 - Work in a mutually beneficial way to drive results for Molex and key constituents to create the greatest long term value
 - Being lifelong learners · are curious seek feedback and demonstrate courage in learning their talents
 - Self starter and having resilience and can do attitude
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Company Description

モバイル機器、AV機器、車載機器、産業機器、医療、家電などコネクターをメインとした各種接続システム製品の製造・販売