

Sales Representative – Global Industrial Machinery

World-Leading Brand

Job Information

Hiring Company

Biesse Japan K.K.

Job ID

1578161

Industry

Machinery

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Work Hours

09:00~18:00

Holidays

完全週休2日制（土日祝）

Refreshed

March 26th, 2026 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

We are a global manufacturer of industrial machinery with worldwide sales of approximately JPY 133 billion. In this role, you will be responsible for the sales and promotion of our woodworking machinery and related tools, managing the entire sales cycle from prospecting to contract signing and post-installation follow-up.

This position offers the opportunity to work closely with our overseas headquarters and technical teams, allowing you to build international sales experience while expanding our brand presence in the Japanese market.

Key Responsibilities

- Sales of woodworking machinery (cutting, drilling, milling, profiling, finishing) and related tools
- Develop new clients through cold calling, visits, and lead follow-ups
- Manage the full sales cycle: needs analysis, proposal, presentation, negotiation, and closing
- Prepare action plans, presentation materials, proposals, and contracts
- Collaborate with technical teams and marketing to support product promotion
- Support and expand the sales network
- Participate in exhibitions and events to generate and follow up on leads
- Maintain CRM records and prepare call reports
- Share market intelligence and support domestic and international events
- Build and maintain long-term customer relationships

Required Skills

Must Have:

- Experience in B2B (corporate) sales from relevant industries (e.g., machinery, hardware, tools, industrial equipment, automation, technical products, relevant software)
- Comfortable handling the full sales cycle — prospecting, client visits, proposal, negotiation, and closing
- Business-level English (reading, writing, speaking)
- Basic proficiency in Word, Excel, and PowerPoint
- Valid Japanese driver's license

Preferred:

- Experience selling industrial machinery, equipment, or other tangible products
- Presentation experience

Ideal Candidate

- Strong communication skills, both internally and externally
- Self-driven and able to create and execute action plans independently
- Passionate about promoting an international (Italian) brand in the Japanese market

Company Overview

Founded in 1969 in Pesaro, Italy, BIESSE is a global leader in technologies for processing wood, glass, stone, plastic, and metal. The company has expanded significantly worldwide since 1989 and has been a major presence in Asia for over 20 years.

In Japan, the country office was established in 2017, followed by the formal establishment of Biesse Japan Co., Ltd. in March 2021. With approximately 400 machines installed across Japan, the company continues to expand its local service and sales capabilities.

Employment Details

- Employment Type: Full-time (Permanent)
- Probation Period: 6 months (no change in conditions)

Compensation

- Annual Salary: JPY 6,000,000 – 9,000,000
- Monthly Salary: JPY 330,000 – 500,000
- Bonus: Performance-based (up to JPY 3,000,000)

Working Conditions

- Working Hours: 9:00 – 18:00 (1-hour break)
- Annual Holidays: 120 days
- Fully two-day weekend system (Saturday, Sunday, national holidays)
- Paid leave: 15–21 days depending on start date

Benefits

- Social insurance (health, pension, employment, workers' compensation)
- Transportation allowance (per company policy)
- Overtime pay (paid separately based on actual hours worked)

Company Description