
Regional Sales Manager/ リージョナルセールスマネジャー（家電製品） - 東京

高待遇、ボーナス、キャリアアップ

Job Information

Recruiter

The SuperTalent Company Ltd (Superstars)

Hiring Company

Leader in the field of New Energy

Job ID

1580175

Division

Consumer Electronics

Industry

Electronics, Semiconductor

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

April 27th, 2026 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

***For any inquiry about this position before applying from CareerCross, please contact 「 pavlo@gosuperstars.com 」 .**

My client is a leader in the field of new energy. They specialize in intelligent terminals, consumer electronics, new energy vehicles, electrical machinery and equipment, and new energy.

With a strategic focus on the next 3-5 years, the company aims to expand its market presence and strengthen its industry position. The company has a strong team culture that emphasizes innovation and excellence.

The position is for a **Regional Sales Manager in Japan**, requiring a candidate with at least 3- 5 years of sales management

experience, preferably with a background in digital advertising, IT services, or manufacturing.

The candidate must also have business-level English proficiency and the ability to adapt to Japanese corporate culture.

Key Responsibilities

1. **Strategy Development & Execution**
2. Analyze the Japanese market to identify demand, competitive dynamics, and industry trends. Develop and implement cross-departmental strategies to achieve sales targets and drive business growth through product and service improvement initiatives.
3. **Team Leadership & Cross-Functional Collaboration**
4. Lead, train, and develop the Japan business team by setting business plans and delivering targeted training. Build an efficient service and execution system in collaboration with development, finance, legal, and other functional teams.
5. **Customer Acquisition & Relationship Management**
6. Acquire new customers and strengthen relationships with existing Japanese clients and partners. Lead negotiations for key accounts, oversee contract execution, and resolve customer issues through timely and effective responses.
7. **Marketing & Risk Management**
8. Increase brand awareness through industry exhibitions and events. Monitor market changes and regulatory risks, and implement appropriate risk mitigation measures.
9. **Data Analysis & Reporting**
10. Regularly analyze business performance and customer feedback. Report insights to management and propose actionable improvement plans.

Required Skills

Requirements

- At least **3-5 years of sales or business management experience**, with a proven record of strong performance at **Japanese companies**
- Experience in the consumer electronics industry
- Fluent in Japanese (spoken and written)
- **Business-level English proficiency**
- Strong adaptability to **Japanese corporate and organizational culture**
- Excellent communication and interpersonal skills
- Solid understanding of **Japanese business practices and corporate culture**, with the ability to operate effectively within them
- **Educational Requirement:** College degree or above

Company Description