

---

## Sales Manager/ セールスマネジャー (POS・セルフサービス業界)

---

高待遇、ボーナス、在宅勤務

### Job Information

---

**Recruiter**

[The SuperTalent Company Ltd \(Superstars\)](#)

---

**Hiring Company**

High-tech enterprise specializing in POS Machines

---

**Job ID**

1580189

---

**Division**

POS, Self-service

---

**Industry**

Retail

---

**Company Type**

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

---

**Job Type**

Permanent Full-time

---

**Location**

Tokyo - 23 Wards

---

**Salary**

6 million yen ~ 8 million yen

---

**Salary Bonuses**

Bonuses paid on top of indicated salary.

---

**Refreshed**

April 13th, 2026 04:00

---

### General Requirements

---

**Minimum Experience Level**

Over 3 years

---

**Career Level**

Mid Career

---

**Minimum English Level**

Daily Conversation

---

**Minimum Japanese Level**

Native

---

**Minimum Education Level**

Technical/Vocational College

---

**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](mailto:pavlo@gosuperstars.com) 」 .**

My client, is a high-tech enterprise specializing in the research, development, production, and sales of commercial POS machines, such as cash registers (Win3000 series), multi-functional commercial terminals (Anypos series), and intelligent data terminals (IDT). The company also provides retail solutions, catering and entertainment solutions, fast-moving consumer goods solutions, and meat and vegetable traceability solutions for customers in various industries.

**We are looking for a Sales Manager with least 3 to 5 years experience in retail (POS, self-service and other related products)**

The base location is Tokyo, Japan. It is flexible/remote working mode, so most of the time will be customer company visits and contract signing. It is not just a cold call job.

**Responsibilities:**

1. Responsible for the development of annual, quarterly sales plan, and according to customers and market conditions, the development of sales strategies, the implementation of the company's trade business, the implementation of trade procedures, market development.
  2. Be responsible for the record of overseas customer contact information and grasp the customer's needs.
  3. Keep track of samples and projects with new customers in Japan on a regular basis and deal with customer requirements in a timely manner.
  4. Timely collect overseas customers' complaints and problem product information, collate, analyze, summarize and classify them to the technical department for processing, and timely feedback the processing results to customers, and do a good job of communication with customers.
  5. Responsible for the management of Japanese agents.
  6. Responsible for daily work management in Japan
  7. Report on related business work
- 

**Required Skills****Requirements**

- Bachelor degree or above, major in international trade, marketing, business management, computer and electronics, etc;
  - Knowledge of Video-centric and IoT solution is helpful
  - Have good interpersonal and communication skills, keen market sensitivity and strong adaptability; have a high degree of enthusiasm for work, with marketing, channel strategy management and other knowledge;
  - Good Chinese and Japanese listening, speaking, reading and writing skills, can skilfully use Japanese to communicate with customers in written and oral;
  - 2 Years experience with Product Marketing and Channel Development with experience in the Construction business.
- 

**Company Description**