



【1000～1600万円】 National Sales Manager

外資系自動車メーカーでの募集です。 法人営業（その他）のご経験のある方は歓迎で...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資系自動車メーカー

Job ID

1587006

Industry

Automobile and Parts

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Work Hours

09:00 ~ 18:00

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

May 2nd, 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 NJB2350814】

【Job Description】

◇ Mission Purpose of Position

Analyzes market information and build the strategic sales plan which will achieve company business goal and also fulfil the local market requirements.

Lead marketing and sales activities to ensure that short and long range sales volumes and projects are achieved. Financial and strategic development criteria by managing well developed team.

■Sales Volume

- Deliver the agreed forecast budget and business plan · top and bottom line metrics · full P L responsibility for the business
- Ensure the achievement of regional sales volume target which will contribute to and in line with national sales volume target.

■Sales Strategy reporting

- Build the national sales strategy and ensure implementation.
- Formulate sales marketing objectives policies sales organization structure sales and marketing plans to achieve maximum sales and profit.
- Identify new markets and applications to assure volume growth.
- Provides input for the development of business which anticipate and serve a customer need/solution approach.
- Generate regional level sales strategy which shall be in line with national sales strategy
- Regional level sales strategy implementation by leveraging all support from KAMs SRs and local key supporting functions
- Regional level all linked sales reporting of business tracking/Monthly/quarterly/Yearly
- Regional marketing events plan implementation.

■Team Management

- Build up and manage a high efficient sales team
- Ensure the implementation of individual development measures within responsible team
- Team developing KAM performance monthly review
- Be a Coach Mentor and appraises subordinate other's performance and development.
- Regional meeting with target allocation and market development target review

■Distributor Management

- Distributor SWOT analysis and key performance indicator tracking about cash flow stock sell out D SR team management logistic concept distributor retail network development.
- Ensure the implementation of distributor monthly target achievement promotion and support regional sales activities.
- Conduct distributor quarterly preview meeting and generate market development action plan.
- Distributor bonus review and release.

■Retailer Management

- Setup and implement regional sales volume development plan based on network status
- Network quality and quantity improvement and facilitate local initiatives execution
- Reviews sales and satisfaction results to identify areas of improvement.

■Other

- Fully utilize the support from TCS regional trainer and market planner; help to optimize their routine work
- Other Ad Hoc work or project assigned by National Sales Director

Required Skills

【必須】

- メーカー/量販店などでのセールス/アフターマーケ/代理店セールスなどのご経験10年以上（車載向けの経験尚可）
- マネージメント経験
- 英語ビジネス

Company Description

ご紹介時にご案内いたします