



【スイス外資系】セールsteamリーダー Sales Team Leader

世界シェア70% 半導体製造装置に不可欠な真空バルブのグローバルメーカー

Job Information

Hiring Company

VAT Japan Ltd.

Job ID

1595038

Industry

Machinery

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Ota-ku

Salary

10 million yen ~ 13 million yen

Refreshed

June 11th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

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

«Job Description & Position Highlights»

- A managerial role leading a sales organization in the semiconductor industry, responsible for driving revenue growth and implementing strategic initiatives
- A position where you will handle products with a 70% global market share and drive market growth
- You will play a leadership role across a wide range of responsibilities, from developing sales strategies to managing the organization
- We offer an environment where you can grow while collaborating with overseas offices within a global company

【Job Responsibilities】

To perform leadership role of Sales and Marketing Function in VAT Ltd. Lead the SEMI Sales Team (The Team) for business growth and achieve budget.

< Principle Duties & Responsibilities >

- Achieve annual budget by strong and effective leading the Team with efficiency.
- Create and maintain a positive team environment that shows high levels of motivation and excellent team spirit.
- Participate in and contribute to relevant management meetings
- Confirm that the Team is appropriate personnel and training to provide efficient sales to internal and external customers.
- Regular report to supervisor and timely information sharing among the Team and stakeholders.
- Promote effective communication across the Team and all levels of stakeholders.
- Ensure complete implementation of business-wide SEMI sales strategies.
- Ensure that the Team works effectively and that the activities of the functions are performed according to the goal of The Sales and Marketing function, BUs, and the company.
- Ensure that all customer inquiries are adequately managed, resolved within an agreed time and terminated.
- Representation of sales and marketing functions as an active member of senior management team.
- Proactively promote and manage the continuous improvement process of sales and marketing standard work

< About US >

BE GREAT TOGETHER WITH US.

Innovation, Efficiency and Ambition: this is what VAT has stood for over 50 years.

With this passion, VAT has grown to become the leading international developer, manufacturer and supplier of high-performance high-end vacuum valves and vacuum sealing technology, employing over 2000 people worldwide. The headquarters are located in Haag (Switzerland), the production centers in Switzerland, Malaysia, Romania and Taiwan.

雇用形態：無期雇用 *試用期間有り (3ヶ月)

想定年収：1000万円 ~ 1300万円 (月給制)

※スキル・ご経験に応じて相談可能

就業時間：固定 (定額) 残業代制

- 就業時間 09:00 ~ 17:00
- 休憩時間 60分 (12:00 ~ 13:00)
- 残業 月 10 時間 ~ 30 時間程度
- 時差出勤制度有り
- フレックスタイム (コアタイム午前11時から午後3時) 在宅勤務制度導入

勤務地：東京都 大田区羽田旭町10番11号 MFIP羽田 1 階

- 穴守稲荷 駅から徒歩10分
- 在宅勤務あり
- 転勤：無し
- 会社の定める事業所
- 出向：無し
- 受動喫煙対策：就業場所 全面禁煙

休日：年間休日 125 日

- 完全週休二日制
- 土日、祝日、夏期休暇、年末年始、特別休暇 (結婚、出産、慶弔、育児、介護など)
- 年間に有給休暇
- 有給休暇は入社時から付与 (初年度の有給については入社月によって変動します)

社会保険：

- 健康保険 厚生年金 雇用保険 労災保険
- 健康保険は産業機械健康保険組合に加入交通費全額支給

福利厚生：

- 企業団体生命保険 (会社加入の団体生命保険)
- ベネフィット・ワン (従業員及びその家族で利用可)
- セコム安否確認 (災害等の緊急時に社員の安否確認、安全確保を支援)
- 定期健康診断 (年1回)
- 社内イベント & アクティビティ
- EAP (専門カウンセラーによるサポート)
- 慶弔金制度 (結婚祝い金、出産祝い金、弔慰金)
- OFFICE DE YASAI & SL Creations (置き型のお惣菜提供 (100 ~ 200円))
- インフルエンザ予防接種 (任意・負担額上限：4000円)
- 永年勤続表彰 (勤続年数に応じたりフレッシュ休暇と賞金等の贈呈)
- 定年：満61歳 (65歳まで再雇用制度有り)

Required Skills

【Requirements】

- Bachelor's degree in a technical field, or equivalent experience.
- Experience managing a local team, including KPI management, salary-related matters, and overall team performance.
- Ability to think objectively and respond calmly in stressful situations.
- Native-level Japanese and business-level English communication skills.

- Excellent face-to-face communication and interpersonal skills.
- B2B sales experience.
- Willingness to travel overnight on a weekly basis and travel overseas occasionally.
- Demonstrated ability to manage multiple priorities and tasks simultaneously.
- Proficiency in MS Office and other standard business applications.

【 Preferred Qualification 】

- Extensive experience in the semiconductor, FPD, and electric/electronic, vacuum industries
- Demonstrated leadership to conduct strong teamwork and develop capabilities of the team members.
- Experience of sub-system promotions
- Five + years of relevant sales experience.
- Ability to integrate technical and marketing concepts

*VAT is an equal opportunity employer. We see ourselves as a responsible and far-sighted employer that offers not only jobs, but also career and personal development opportunities through various training programs. We recognize the value of employee diversity and provide equal employment opportunity for all qualified application that contributes to innovation, improves customer orientation and employee satisfaction. One-step in this direction is to ensure that people are recognized and fairly compensated for their contributions to the company. In 2021, VAT received the Fair-ON-Pay+ certificate as an acknowledgement for our commitment in ensuring equal pay for equal work between men and women.

Company Description