



【Bilingual Hiring · Global Company】 Sales Manager

Job Information

Hiring Company

[congatec Japan K.K.](#)

Job ID

1595041

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

8 million yen ~ Negotiable, based on experience

Salary Commission

Commission included in indicated salary.

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General Requirements

Minimum Experience Level

Over 10 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

- Business development for Japanese market
- Follow up and pursue closure on all leads and referrals
- Coordinate with sales partners & customers for projects and orders follow up
- Internal coordination with FAE (technical support) & operation team to achieve Design Win & sales targets
- Support and manage relationships with assigned sales partners/customers, ensuring high customer satisfaction
- Participating in and support marketing activities, such as exhibitions, forums, conferences..etc

Required Skills

- Bachelor degree or higher in engineering or business

- 10+ years sales experience in semiconductor, electronics components, embedded technology & Industrial PC business.
- Excellent verbal and written negotiation and communication skills, both internal and external operations
- Prefer business level English in writing and speaking for internal operations coordination
- Strong sense of ownership and initiative
- Self-motivated and proactive in task follow-up
- Outstanding interpersonal Skills as well as strong organizational skills
- Capable of managing work independently with minimal supervision
- Basic business applications (PowerPoint, Word, Excel)

Company Description