



Sub-Region Head of Sales, Japan – Based in Japan

Job Information

Hiring Company

Trina Solar Japan Ltd.

Job ID

1605113

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

Negotiable, based on experience

Refreshed

September 7th, 2026 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Other Language

Chinese (Mandarin) - Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities:

1.Strategic Execution: Execute the company's overall strategic plans and ensure effective implementation in the solar business segments.

2.Market Development: Identify industry trends to achieve rapid market breakthroughs and business growth.

3.Team Development: Manage high-performing team and foster organizational engagement. Enhance organizational capabilities, lead the team to achieve ambitious sales goals, and maintain a stable market leadership position amid intense competition.

4.Results

Delivery: Establish efficient management systems and meet annual business goals.

5.Other Job Tasks: Perform additional tasks assigned by management to support business objectives and company needs.

Required Skills

Qualifications and Skills:

- 1.Education: Bachelor's degree in business, Engineering, or related field.
 - 2.Experience: Minimum 10 years of experience in the solar industry, with team management experience.
 - 3.Languages: Proficient in both Chinese and Japanese to liaise with regional partners; fluency in English is highly preferred.
 - 4.Character: Mature and stable personality, demonstrating leadership, resilience, and the ability to handle challenges effectively.
 - 5.P&L Accountability: Proven success in regional business operations and overseas market management.
 - 6.Team Management: Extensive experience in managing cross-cultural, diverse teams.
 - 7.Communication: Maintain strong customer relationships and balance internal and external partnerships during market volatility.
 - 8.Organizational Capability Building: Understand diverse business goals and build highly efficient sales teams.
-

Company Description