Sales Manager – Automotive OEM

Tier 1 Auto | OEM Sales | ¥14M + Bonus

Job Information

Hiring Company
Faurecia Japan KK

Job ID
1618239

Industry
Automobile and Parts

Company Type
International Company

Job Type
Permanent Full-time

Location
Kanagawa Prefecture, Yokohama-shi Hodogaya-ku

Salary
Negotiable, based on experience ~ 14 million yen

Refreshed
November 20th, 2026 03:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Essential responsibilities and duties

Integrated within the Sales Organization of a given Customer Business Unit (“CBU”), the Sales Manager is responsible for the Sales development for a specific Account or part of this Account (Program, Serial Life, Acquisitions), within a Division / Region.

The main missions of the role are:

▪ Build and maintain strong relationships with key customer stakeholders across Purchasing, Engineering and Program Management :
  o Interfaces with the customer at 1st management level
  o Develop the relationship with his direct counterparts at the customer and with the assigned contacts by the sales network

o participate regularly to customer meetings (progress reviews, quality reviews, commercial global meetings)
o Monitor what competition is doing

▪ Prepare and check/validate the commercial offers to answer on due time to the Customer requests :
o Get a good understanding of the costing files (“hands on”)
o Build up and get validated the targeted pricing and the negotiation path / tactics to convince the customer
o Ensure proper documentation of all prices and written communication to customer
o Check coherence of all offers and validates offers regarding technical changes and mandated components
o Understand and apply the guidelines proposed by the hierarchy regarding contractual management
o Support claims negotiation at the appropriate level at the customer

▪ Manage a team of Sales Engineers :
o Ensure the proper talent at the right place through internal or external recruitment processes
o As and when properly staffed and organized, responsible for coaching, developing and promoting the Sales team
o Assign objectives and follow-up

▪ Serial Life :
o Responsible for on-time / on-profit customer ECRs (“Engineering Changes Requests”) negotiation
o Detailed understanding of piece price, tooling and D&D impact
o Follow the Variable Cost Margin of the products
o Coordinate or take directly in charge the commercial productivity proposals with a detailed understanding of Squeeze management
o Understanding and execution of VA-VE commercial mechanisms
o Deep understanding and commercial management of local economics (inflation, exchange rate)
o Understanding and rigourous implementation of the Sales Administration guidelines & processes (purchase orders, invoices, terms of payment, overdues...)
o Oversees commercial management for Spare Parts

▪ Programs :
o Oversees several programs from Sales perspective
o Supports the negotiation of ECRs and claims
o Follow the profitability of the Program
o Participate to the CBU / Division Program reviews

▪ Acquisitions :
o Part/Leader of the Acquisition Team
o Understanding of the Business Plan & RFQA
o Preparation and update / improvement of the commercial offers through the negotiation loops
o Develop & lead the execution of the lobbying plan

Beat competition ! with satisfactory financials

Max Salary: 14M annual + 12% performance bonus.

Required Skills

Qualifications

The ideal candidate will have/be :

- Minimum Education Level: Business Master Degree or Engineering Degree with a willingness to develop a career path in business

Experience :

- Minimum 10 years of professional experience with successful track record with different commercial assignments
- Established personal relationship with one or two OEMs within the relevant markets

Skills and competencies :

- Fluent in English and Japanese
- Very broad functional knowledge and depth understanding of business expertise
- Strong competencies in relationship management, and negotiation
- Strong commercial and financial acumen
- Good communication and presentation skills, and capacity of empathy
- Business international mindset
- Accountable and results oriented – Get the things done
- Team player and ability to work in a matrix organization

Company Description