仙台【販売店対応】 Sales Repー英語が活かせる

外資系建設機械のパイオニア

Job Information

Hiring Company
Caterpillar Japan LLC

Subsidiary
キャタピラ―ジャパン

Job ID
1618250

Industry
Machinery

Company Type
Large Company (more than 300 employees) - International Company

Job Type
Permanent Full-time

Location
Miyagi Prefecture, Iwanuma-shi

Salary
5 million yen ~ 7.5 million yen

Salary Bonuses
Bonuses included in indicated salary.

Work Hours
8 :30-17:30

Holidays
土日祝

Refreshed
November 11th, 2026 17:05

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Asia Pacific Sales and Marketing Department is looking for a Sales Representative to join the Japan District team to

The Asia Public Sales and Marketing Department is looking for a Sales Representative to join the Japan District team to cover NCL Tohoku and Hokkaido region and achieve PINS and Services growth. In this role, you will manage assigned dealers' relationships to market company products and services and assist in the development of dealer sales capability.

What you will do:

• Designing and assisting dealers on the forecast, sales strategy planning, and sales techniques; supporting the rollout of new products.

• Performing regular sales performance reviews with dealers and ensuring implementation of corrective actions where needed.

• Acting within the business process guidance on review and approval for variance programs and commercial actions.

• Presenting products or services for stakeholders, answering any customer questions, and addressing their needs.

【雇用形態】正社員

【勤務地】仙台営業所（宮城県岩沼市下野郷字西原**）**

最初の1 - 2か月は教育・研修の為、横浜オフィス勤務となります

横浜オフィス（横浜市西区みなとみらい3-7-1　12F）

【就業時間】8：30 ~ 17：30　　※週 5 オフィス勤務
休憩時間：60分

【休日休暇】
年間休日125日
年末年始、夏季休暇、有給休暇、完全週休二日制

【諸手当・福利厚生】
季節手当、業績連動手当、通勤手当、住宅補助（対象の場合）
各種社会保険：健康保険、厚生年金、雇用保険、労災保険

株式購入、産休育休（復帰率100％）、カフェテリアプラン、介護休暇、傷病休暇等、安心サポート休暇

Required Skills

• Effective Communications skills, Relationship management and Customer focus to be able to develop and engage others with a customer first mindset and maintain productive communications and relationships with a wide network of internal and external partners as well as customers.

• Decision Making and Critical thinking – ability to assess and prioritize risks, benefits and consideration of alternatives.

• Working knowledge of the industry, its trends and regulatory environment

• Value selling : ability to presents product, technology or service costs and benefits in reaction to prospect or customer requests.

• Negotiation skills: ability to present own position and listen to position of others in order to achieve win-win solutions

Other requirements:

• University degree in Business, Marketing or Engineering or equivalent experience required

• 3+ years in previous commercial roles involving dealer and/or customer facing interactions, or equivalent skills and knowledge

• Fluent in English (speaking and writing)

Top candidates will also have:

• Strong drive and organizational capabilities

- Previous experience of working in a multinational company and matrix organization

Additional Details

- Travel frequency: 40% mostly within assigned territory
- Work location: Sendai office (5-day office policy)
- Domestic relocation will be supported
- Not international relocation / sponsorship support

【採用方法】
書類選考→1次面接（Teams/日本語）→最終面接（対面/日英）→内定　※状況により変動あり

Company Description