

Sales,Assistant Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
世界最大の総合化学メーカー

Job ID
1621453

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ Negotiable, based on experience

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General Requirements

Minimum Experience Level
Over 3 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

Objectives of the Position
Achieve annual sales targets/long-term strategic targets of CP Japan and deliver tangible results by collaborating with internal/external stake holders.
Propose and implement local sales strategy for responsible products for growth by creative and convincible communication to customers and internal stakeholders including overseas colleagues.

Main Tasks
Mid-long term Strategy development
Manage BU’s strategy development including strategic alliance with competitors, tolling partners and distributors, possible M&A and monitor the implementation to achieve the strategic goal.

Target and budget planning
Drive the business of assigned customers/territory aiming to meet or exceed business targets (cCM1 & Volumes) for respective customers and another financial target as DSO, DIV and Fixed cost. This includes targets for customer’s transplants outside of Japan.

Market development management
Drive all activities and develop market development plan (channel management, new business development with new or existing products, technology, innovation, new services) to achieve the defined goal.

Key Customer and Industry management
Drive to build strong strategic relationships with customers and industries. Taking all responsibilities of defined regional and global Japanese key account activities including their transplant activities outside of Japan.

External communication
Manage external customer and market communication professionally such as product launching, deletion, product safety and registration, advertising, promotion programs, seminars and workshops in cooperation.

People and organizational development
Develop long term sustainable organizational and people development of BUs in line with the company objectives and coach internal stakeholders.

Drive X-BU/X-Country activities
Commit to drive X-BU activities including Japanese transplant activities for the achievement of Japan long term objectives and vision. It includes to provide a view of upstream chemical knowledge to entire BJL.

Employee Benefits:
Health Insurance：
Employees' Pension：
Employment Insurance：
Industrial Injury Insurance：

Required Skills

Minimum Education and Qualification Required for the Position
Education: Bachelor above. Advantages for majoring chemistry, business management
Working Experience: Advantage with experience in commodity chemical sales
Technical & Professional knowledge: Business level in English and good knowledge of sales & marketing, SCM and finance.
Business-level language proficiency in both English and Japanese

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.