



業界未経験可！【名古屋】 Sales Representative/自動車業界向け営業/ドイツ本社工資系メーカーテサテープ

有形商材の法人営業経験×リーダーシップを持つ方大歓迎！社用車使用/WEB面接

## Job Information

### Hiring Company

Tesa Tape K.K.

### Job ID

1096446

### Company Type

Large Company (more than 300 employees) - International Company

### Non-Japanese Ratio

(Almost) All Japanese

### Job Type

Permanent Full-time

### Location

Aichi Prefecture

### Salary

4.5 million yen ~ 5.5 million yen

### Refreshed

November 25th, 2021 03:00

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level (Amount Used: English usage about 50%)

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

社用車を活用し、名古屋を拠点に国内完成車メーカー及び車関係のサプライヤー（Tier1～3、商社、加工会社様）向けセールス活動に従事していただきます。

配属予定のオートモーティブチームは、新規部門開拓も積極的に取り組み、毎年前期比較で増収をしている高成長中のチームです。情報交換が活発で成長意欲の高いリーダーシップを持つメンバーが在籍しています。

EV化や素材革命など車市場の変化に沿って、部品や資材の商品開発に取り組んだ結果、顧客からの引き合いも増えております。

あなたの有形商材の法人営業力や語学力を活かしていただきながら、外資系メーカー企業でスキルアップしてみませんか？

**CRITICAL ACCOUNTABILITIES****Planning**

- Elaborate and monitor operational plan of relevant assignment in line with company objective

**Business Development**

- Develop tactics to realize smooth and effective business development
- Identify new business opportunity within relevant assignment
- Contribute in developing cross-border business
- Establish good customer relationship

**Operational Activities**

- Act to ensure project in pipeline and monitor individual KPI
- Execute effective pricing strategy
- Establish the activity plans for key customers for effective management of sales activities
- Understand value chains and ensure customer service including claim handling
- Monitor Account Receivable and follow company guideline

**Reporting**

- Provide timely & valuable information of market and customers
- Periodical report on business activity of relevant assignment
- Provide sales forecast

**MAJOR CHALLENGES**

- Continuous business development of key customers based on customer satisfaction
- Estimate potential of new market / customer and propose further action
- Prioritization based on customer segmentation, product focus, as well as handling cost of internal functions
- Effective coordination of internal function's involvement incl. manager based on own tactics
- Involve claim handling by keeping balance on quality requirement and profit
- Provide the solid info to get right pricing decision from manager
- Decision toward sales target vs margins expectation in line with organizational guideline
- Selection of products and suitability of application

**Required Skills****EDUCATIONAL QUALIFICATIONS**

- Sales skill based on company's definition e.g. SQ
- Minimum bachelor degree
- English proficiency
- Industrial knowledge
- Technical knowledge
- Chemical knowledge
- Product knowledge
- Customer knowledge
- Competitors knowledge
- Market knowledge
- Understanding of Internal function

**RELEVANT EXPERIENCE**

- 3-5years of sales / marketing experience with proven track record
- International study / business experience with proven track record
- Relevant industry experience

**PERSONAL CHARACTERISTICS & BEHAVIOURS**

- Result-oriented
- Team player
- Proactive
- Good at relationship building
- Reliable
- Persistent

- Leading people
- 

## Company Description

### いつでもあなたのそばに

私たちテサグループは、信頼性に優れた粘着テープによるソリューションと質の高いサービスで、様々な産業で活躍する企業の皆様がプロセスの最適化と製品改良を通じてサポートしています。また、プロの職人の方々が効率よく質の高い仕事ができるように、あるいは、一般の消費者の方々が、家庭、オフィス、趣味のDIYでより簡単にそして楽しく作業できるような製品を世界中にお届けしています。

### 拠点：

テサグループはドイツハンブルグに本社を置き、世界100ヶ国以上に54社のグループ企業と8つの工場を展開しています。