



JAC Recruitment

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Hong Kong



【香港勤務 (ビザサポート有)】 Territory Sales Manager (Engineering)

Job Information

Recruiter

JAC Recruitment Hong Kong

Hiring Company

A MNC in Engineering Products

Job ID

1198618

Job Type

Permanent Full-time

Location

Hong Kong

Salary

5 million yen ~ 7 million yen

Refreshed

January 27th, 2022 08:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

- Achieves sales quotas and other territory objectives by identifying, developing and closing new business, while growing/retaining existing customers.
- Provides technical sales support and keeps abreast of emerging market trends and industrial developments to keep the company's management informed of potential opportunities, issues and concerns.
- Works in concert and through appointed distributors as the primary channel to market.
- Coordinates customer/distributor/partner projects and opportunity activities
- Finds, qualifies, and recommends distributor candidates in new markets.
- Works with inside sales, customer service and engineering personnel to ensure that the customers' requirements are met in a professional and timely manner.

Required Skills

- Good command in both written and spoken English & native level fluency in Japanese (JLPT N1)
- Strong commercial background
- Strong technical aptitude
- Able to identify and develop new accounts or markets
- High degree of integrity and business ethics

- Proactive, self-starter, self-propelling and result oriented
- Good interpersonal, communication and relationship building skills
- Problem Solving Skills; deduct problems to the essence, propose and drive solutions forward
- Excellent relationship building, team player who works well with colleagues and business partners
- Proactive and with good communication and negotiation skills in working with business partners
- Cross cultural sensitivity and ability to travel Japan 30-40% and other countries if necessary
- Self starter capable to work independently
- Prior CRM software experience
- Education Level Desired:
- Bachelor's Degree in Engineering preferred (Electronics / Electrical / Science /Mechanical engineering)
- At least 3 years experience in B2B outside technical sales to OEM and Tier type customers with design authority, preferably in custom engineered, system critical components industry
- Experience and proven track record with technical design-in specification processes
- Ability to understand customer systems, design requirements, technical drawings and machining processes
- Demonstrated cross-cultural sensitivity in the business environment
- Previous work experience with Japanese OEM and understanding fundamental Japan market

Company Description

香港転職・香港求人情報、海外転職は ジェイ エイ シーリクルートメント香港

JAC Recruitment は世界を舞台にビジネスをする日系企業や日本人転職者の双方のニーズをより深く理解することで、最上のマッチングを実現する人材紹介のプロフェッショナルです。

1975年に英国ロンドンで設立され、その後、シンガポール、日本、そして急成長するアジア諸国へ拠点を広げて40年、現在アジアで最も実績と信頼のある国際的な人材紹介会社へと成長しました。

香港、シンガポール、マレーシア、インドネシア、タイ、中国、韓国、ベトナム、インド、英国、ドイツ、日本、の11ヶ国に26拠点をもち、グループ全体のコンサルタント数は1,200名以上となります。

我々は各国のビジネス・経済・文化を深く理解しており、最大級のアジア転職・求人情報と同一、企業に高水準の人材紹介サービスをグローバルネットワークで提供しています。

JAC Recruitment Hong Kongでは、香港在住の方々、日本から香港への転職を希望されてる方々のニーズとご経験に基づき、専門性を持ったコンサルタントがサポートします。

皆様の海外でのキャリアを活かすため、キャリア相談・案件紹介から入社までジェイエイシーがきめ細かく支援いたします。

ジェイ エイ シー リクルートメント香港

2011年設立。アジアでの25年以上の経験と実績を活用し、香港域内でのあらゆる企業への人材紹介を行っております。また中国統括機能も有しており、ジェイ エイ シー リクルートメントの上海、広州拠点とも緊密に連携を取って、企業への優秀な人材提供とご登録者各位の新たなステップアップの提供を行っております。

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