

**【Bilingual Hiring・Global Company】 Sales Manager****Remote Work Available****募集職種****採用企業名**

コンガテックジャパン株式会社

**求人ID**

1467189

**業種**

電気・電子・半導体

**会社の種類**

外資系企業

**雇用形態**

正社員

**勤務地**

東京都 23区, 港区

**最寄駅**

山手線、 浜松町駅

**給与**

800万円 ~ 1200万円

**歩合給**

固定給+歩合給

**更新日**

2025年12月17日 17:00

**応募必要条件****職務経験**

6年以上

**キャリアレベル**

中途経験者レベル

**英語レベル**

ビジネス会話レベル (英語使用比率: 50%程度)

**日本語レベル**

ネイティブ

**最終学歴**

大学卒 : 学士号

**現在のビザ**

日本での就労許可が必要です

**募集要項**

- Create, execute and lead sales plans in Japanese market
- Develop new customers, based on incoming inquiries through marcom activities
- Manage project price setting coordinated with sales partners, along with company policies
- Coordinate all related internal functions, such as technical support and SCM through congatec global operations, to achieve Design Win and sales revenue targets
- Collaborate with integration partners to meet customer requirements for product offer solutions

- Maintain relationship with existing customers, ensuring delivery management, after sales coordination, for customer satisfaction
  - Participate and support marcom activities of exhibitions and conferences
  - Develop and maintain cooperation with sales channel partners
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#### スキル・資格

- Bachelor degree or higher in engineering or business
  - 5+ years sales experience in semiconductor and electronics components, computer-on-modules, single-board computers, and/or industrial PC products
  - Project management to achieve design wins and sales at target industries and customers
  - Excellent verbal and written communication skills, both internal and external operations
  - Business level English in writing and speaking to coordinate internal operations among related functions
  - Proficiency in using CRM, ERP and basic business applications (PowerPoint, Word, Excel)
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#### 会社説明