

MichaelPage

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Channel Sales

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1538689

業種

電気・電子・半導体

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2025年05月07日 10:11

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

基礎会話レベル

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

By managing the existing channels and developping new sales partners to achieve sales targets.

Client Details

A global electronics company that specializes in the development and manufacture of electronic measurement instruments. Now has grown into a recognized player in the global test and measurement equipment market.

Description

- Planning and execution of channel strategies and sales plans for the Japanese market
- Development of new sales partners and management of existing channels
- Analysis of sales data and optimization of channel performance
- Planning and execution of joint marketing and promotional events with partners

- Support for proposal activities and follow-up on key customer deals
- Conducting product and sales training for partners

Job Offer

Competitive salary package in the market with flexible working hours.

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Ming Luo on +81 3 6627 6087.

スキル・資格

- Bachelor's degree +; a major in electronics or marketing is preferred
- Over 5 years of B2B sales experience OR 3 years of hands-on experience in distributor sales and channel management
- Knowledge of and experience using electronic measurement instruments (e.g., oscilloscopes, spectrum analyzers, signal generators) is preferred
- Experience in developing new business partners and leading sales negotiations in the Japanese market

会社説明

A global electronics company that specializes in the development and manufacture of electronic measurement instruments. Now has grown into a recognized player in the global test and measurement equipment market.