



横浜みなとみらい 【Marketing & Sales Operations Representat】英語力が活かせる！

外資系建設機械のパイオニア

募集職種

採用企業名

キャタピラージャパン合同会社

求人ID

1542564

業種

機械

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

神奈川県, 横浜市西区

最寄駅

みなとみらい線、 みなとみらい駅

給与

650万円 ~ 850万円

ボーナス

給与： ボーナス込み

勤務時間

8:30-17:30

休日・休暇

土日祝

更新日

2025年07月08日 13:01

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢 (英語使用比率: 50%程度)

日本語レベル

流暢

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

About the Position:

As a Market and Sales Operations Representative (MSOR), you are primarily responsible and accountable to drive services growth in partnership with our dealers with a focus on dealer marketing & sales excellence, digital excellence and to accelerate e-commerce and equipment management application adoption. This position will be based in Yokohama, Japan.

Key responsibilities will include:

- Developing industry, marketing and digital application knowledge as well as a strong understanding of the Caterpillar Dealer network
- Advising dealers on marketing, sales and customer-related strategies, systems and processes
- Coaching dealers in developing increased human performance capability such as identifying performance gap solutions
- Drive strategic growth initiatives with Distribution Director to align with internal partners and dealers
- Counsel dealers on strategy development and lead services growth plan governance
- Aligning strategies of the dealer with Caterpillar Enterprise Strategy
- Advising on existing and potential customer experience issues and improvement measures such as recommending ways to enhance market coverage and customer experience through training, technology enabled and bundled solutions, etc
- Consulting with dealers on marketing and sales strategy planning including developing strategies and plans to improve dealer effectiveness and identifying potential opportunities for increasing sales
- Consulting with dealers on process improvement methods and assisting with process evaluation
- Assisting dealers in business planning and on effectiveness of meeting expected business results
- Overseeing and promoting programs that increase sales while achieving targeted price realization and profit margins

As a dealer facing representative, you will collaborate with dealers to build capability, drive process improvement, and execute Market and Sales Operations related strategies. You will connect data to identify opportunities and develop solutions which support dealers in meeting customer needs.

【雇用形態】 正社員

【勤務地】

横浜オフィス
横浜市西区みなとみらい3-7-1 12F

【就業時間】

8 : 30 ~ 17 : 30

- 休憩時間 : 60分

【休日休暇】

年間休日125日

- 年末年始
- 夏季休暇
- 有給休暇
- 完全週休二日制

【諸手当・福利厚生】

- 通勤手当
- 各種社会保険 : 健康保険、厚生年金、雇用保険、労災保険

【採用方法】

書類選考→1次面接 (Teams) →2次面接 (対面) →内定

スキル・資格

Desired Skills and Experience:

- Communication, collaboration and interpersonal skills
- Change management and Project management and collaboration skills
- Analytical skills to interpret and understand data to drive actions
- Ability to work independently and influence others in a variety of work environments to build trust
- A Bachelor's degree in Marketing or a related field would be beneficial
- Previous work experience in sales, product support, market development and eCommerce would be beneficial
- Must be willing to travel up to 40%

Top Candidates will have:

- Passion for marketing and driving customer loyalty
- High intellectual curiosity to learn, engage with people and build strong relationships.

会社説明