



Marketing Sales Operations Representative

キャタピラー・ジャパン合同会社での募集です。営業推進・企画のご経験のある方は歓迎...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

キャタピラー・ジャパン合同会社

求人ID

1550623

業種

機械

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県

給与

700万円 ~ 900万円

勤務時間

08:30 ~ 17:30

休日・休暇

【有給休暇】入社日より付与、入社7ヵ月目時点で10日以上の有給有。初年度は入社月により変動（2~21日間）、次年度以降は1月...

更新日

2025年07月10日 16:01

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

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

【求人No NJB2306059】

国内代理店向けに自社デジタルコンテンツ活用の企画推進を行っていただきます。

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.

【具体的には】

- ・ 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.

スキル・資格

【必須】

デジタルコンテンツやマーケティングに関する知識（Eコマース等）

【歓迎】

代理店営業やマーケティング業務のご経験

会社説明

◆油圧ショベル、ブルドーザ、ホイールローダなどの建設機械の開発・設計・製造・販売・輸出入業務など