

MichaelPage

www.michaelpage.co.jp

Sales Manager

Sales Manager

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

1553477

業種

Sler・システムインテグレーター

雇用形態

正社員

勤務地

東京都 23区

給与

1200万円 ~ 2000万円

勤務時間

詳しくはお問い合わせください

更新日

2025年07月30日 10:34

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

流暢

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

Leads a sales team in Tokyo to grow the business by finding new customers and managing key accounts in security solutions. Supports and coaches the team, maintains a healthy sales pipeline, and ensures high customer satisfaction.

Client Details

Known for delivering cutting-edge integrated security solutions, the company values strong leadership and fosters a performance-oriented culture focused on collaboration, innovation, and customer success.

Description

- Lead and support a sales team to grow the business and meet sales targets in integrated security solutions.
- Manage key customer accounts and help the team find new business opportunities.
- Work closely with customers to understand their needs and deliver tailored security solutions.
- Track sales activities and performance using CRM tools, and report progress regularly.
- Collaborate with other teams to ensure smooth project delivery and high customer satisfaction.

Job Offer

- Leadership role managing a motivated sales team in Tokyo within the security solutions sector.
- Opportunity to drive business growth by managing key accounts and developing new clients.
- Collaborative work environment with cross-functional teams and direct involvement in project delivery.
- Competitive compensation with a clear focus on achieving sales targets and rewarding performance.
- Flexible hybrid working style supported to balance office and remote work.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

スキル・資格

- Proven experience leading sales teams and achieving targets, preferably in the security industry.
 - Strong knowledge of integrated security systems like access control, CCTV, and intrusion alarms.
 - Excellent communication and leadership skills to motivate the team and build client relationships.
 - Comfortable using CRM software and analysing sales data to drive results.
 - Fluent in both Japanese and English, able to work with global customers and internal teams.
-

会社説明

Known for delivering cutting-edge integrated security solutions, the company values strong leadership and fosters a performance-oriented culture focused on collaboration, innovation, and customer success.