

MichaelPage

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Japan Account Manager- Laser Technologies

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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

1553557

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

東京都 23区

給与

1300万円 ~ 1700万円

更新日

2025年07月31日 11:38

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

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

In this position you will be managing the precision manufacturing for Japan. The main responsibilities identifying new business and close opportunities and service for the existing account.

Client Details

Our client is known for their innovation for power technology products that are transforming healthcare and advanced manufacturing. Strong focus on improving productivity and enhancing people's live and redefining what is possible.

Description

- Provide accurate Monthly rolling 12-month sales and bookings forecasts for region by Customer and Product, including new opportunity tracking.
- Arranges Pre- and Post-Sales technical and integration/application support to customer.
- Applies technical and sales knowledge and policies in direct support to customers
- Sets short and long-term sales strategies to expand OEM customer base, market share and business.
- Regularly visit key customers and new prospects face to face to drive strong relationship, and develop deep understanding of customer needs and create win opportunities
- Lead escalation management where needed

- Actively engage in Trade Show or other channels to promote products to customers and prospects

Job Offer

- Work on advanced technologies that power life-saving medical devices .
- Join a global leader in photonics, motion control, and vision systems.
- Competitive salary package
- Remote work policy and other supportive benefits
- Be part of a stable, fast-growing public company with a collaborative and values-driven culture.

If you are a motivated sales professional looking for an exciting opportunity as a Japan Account Manager in Tokyo, we encourage you to apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Kelvin Nketsiamensah +81366276076.

スキル・資格

A successful - Japan Account Manager should have:

- Requires an engineering or equivalent bachelor's degree and at least 10 years of sales experience.
- OEM component/sub-systems sales experience in advanced manufacturing and medical equipment market.
- Knowledge of Solid State lasers, Semiconductor Lasers and the laser integrated systems and electronics.
- Experience with Laser and optics components and systems. * Experience to manage channel Partner such as distributor, system integrator.
- Knowledge of commonly-used value base selling process and tools.
- Must have executive level customer relation and communication skills.
- Relies on experience and judgment to plan and accomplish goals.

会社説明

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