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B2B Field 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

1553602

業種

ハードウェア

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

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31日 17:14

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

This role involves nationwide B2B sales of server products, working closely with re sellers to expand market presence and drive revenue. It offers the opportunity to lead strategic sales initiatives, manage bids, and collaborate with internal teams to deliver tailored solutions to clients across various sectors.

Client Details

Known for delivering high-performance server and workstation solutions, the company values technical excellence and fosters a results-driven culture focused on innovation, strategic partnerships, and long-term customer relationships.

Description

- Drive nationwide sales of server products by building strong relationships with re sellers and corporate clients.
- Manage bids and delivery time lines to meet client needs and support business growth.
- Visit partner branches across Japan to support local sales strategies and deepen market engagement.
- Work with internal teams to plan product roll outs, organise events, and deliver technical training.

- Track sales performance and forecasts, ensuring clear communication and strategic planning.

Job Offer

- Nationwide sales role with ownership over strategic accounts and re seller partnerships in the server solutions space.
- Chance to lead market expansion across both public and private sectors through direct client engagement.
- Collaborative culture with close coordination across product, marketing, and support teams.
- Competitive salary package based on experience, with performance-driven rewards.
- Flexible work style with options for business travel, remote work, and staggered office hours.

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 in B2B sales of server or IT hardware solutions, with a strong track record in the Japanese market.
- Deep understanding of server products, PC components, and the re seller channel landscape.
- Excellent communication and relationship-building skills to engage re sellers, end users, and internal teams.
- Skilled in sales forecasting, bid management, and strategic planning using tools like Excel and PowerPoint.
- Business-level proficiency in Japanese and English or Chinese to coordinate with global headquarters.

会社説明

Known for delivering high-performance server and workstation solutions, the company values technical excellence and fosters a results-driven culture focused on innovation, strategic partnerships, and long-term customer relationships.