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Inside Sales

Inside Sales

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

1553983

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08月05日 17:35

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 focuses on inside sales for B2B PC products, working closely with distributors to drive sales through pricing management, delivery coordination, and promotional planning.

Client Details

A leading global PC manufacturer delivering high-quality notebook and desktop solutions to corporate customers. The company emphasises strong distributor partnerships, a customer-focused approach, and a dynamic, growth-driven culture.

Description

- Build strong relationships with distributors to drive sales growth and product adoption.
- Manage pricing, rebate programs, and delivery schedules to maximise revenue and partner satisfaction.
- Support field sales by coordinating product launches, campaigns, and training sessions for partners.
- Handle new inquiries and follow up proactively to convert leads into loyal customers.
- Use data analysis and Sales force tools to track sales performance and identify improvement opportunities.

Job Offer

- Opportunity to develop advanced sales skills beyond traditional inside sales in a dynamic, growth-focused environment.
- Collaborative culture that encourages initiative, teamwork, and professional development.
- Flexible work options including remote work and flexible hours to support work-life balance.
- Competitive salary with performance incentives and comprehensive benefits package.
- Exposure to cutting-edge PC products and close collaboration with sales, marketing, and product teams.

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

- Strong communication skills to build trust and maintain long-term partner relationships.
 - Proactive problem-solving mindset with the ability to handle challenging customer requests.
 - Excellent organisational skills to manage multiple projects, pricing, and delivery schedules efficiently.
 - Proficiency in Excel, PowerPoint, and Sales force for data-driven decision making and reporting.
 - Positive, action-oriented attitude with a commitment to continuous learning and team collaboration.
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会社説明

A leading global PC manufacturer delivering high-quality notebook and desktop solutions to corporate customers. The company emphasises strong distributor partnerships, a customer-focused approach, and a dynamic, growth-driven culture.