

MichaelPage

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Sales Manager

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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

1555590

業種

機械

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1100万円 ~ 1300万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年08月20日 12:07

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

As a Sales Manager, you will drive sales growth and manage client relationships within the industrial and manufacturing sectors. Based in Tokyo, you will play a pivotal role in expanding the company's footprint across Japan and the APAC region.

Client Details

This mid-sized organization operates within the industrial and manufacturing sectors, delivering specialized solutions to clients worldwide and Japan. It is known for its commitment to innovation and excellence in its field.

Description

- Develop and execute strategic sales plans to achieve revenue targets within Japan and the APAC region.
- Build and maintain strong client relationships to ensure customer satisfaction and retention.
- Identify new market opportunities and drive business development initiatives.
- Collaborate with internal teams to tailor solutions that meet client needs.
- Monitor market trends and competitor activity to adjust strategies accordingly.
- Prepare accurate sales forecasts and regular performance reports.
- Lead negotiations and close high-value contracts with clients.
- Represent the company at industry events and trade shows.

Job Offer

- Comprehensive benefits, including commute allowance, social insurance, and health insurance.
- Flexible work arrangement with remote work options three times a week.
- Opportunity to work in a mid-sized organization with a focus on innovation in the industrial and manufacturing sectors.
- Collaborative and supportive work environment in Tokyo, Osaka or Kobe.

Take the next step in your sales career by applying for this exciting opportunity today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

スキル・資格

A successful Sales Manager should have:

- A strong background in sales within the industrial or manufacturing sectors.
- Proven ability to build and sustain client relationships, preferably in the energy industry.
- Experience in developing and executing sales strategies across regions.
- Excellent negotiation and communication skills.
- Familiarity with market trends in the APAC region.
- Proficiency in using CRM tools and sales analytics platforms.
- Fluency in English; proficiency in other APAC languages is a plus.

会社説明

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