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Business Line 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

1556417

業種

機械

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

神奈川県

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27日 11:33

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

The Business Line Manager will lead and oversee the service sales operations within the industrial/manufacturing industry, focusing on delivering exceptional customer support and achieving business growth. This role in Yokohama requires strong leadership skills and a deep understanding of service-based sales strategies.

Client Details

This opportunity is with a large organization in the industrial/manufacturing sector, known for its expertise and innovation in high-quality products and solutions. The company is committed to fostering professional growth and providing industry-leading services.

Description

- Develop and execute service sales strategies to meet and exceed business targets.
- Manage and lead a team of sales professionals, ensuring alignment with organizational goals.
- Build and maintain strong relationships with key customers and stakeholders.
- Identify new business opportunities within the service segment and drive revenue growth.
- Monitor market trends and competitor activities to inform strategic decisions.
- Collaborate with internal departments to ensure seamless service delivery to clients.
- Prepare accurate sales forecasts and reports for senior management.
- Ensure compliance with company policies and industry regulations in all sales activities.

Job Offer

- Comprehensive benefits, including commute allowance and full social and health insurance coverage.
- A company culture that promotes sustainability initiatives through its processes, both internal and external.
- Engagement in a supportive and professional work environment.
- An engaged team environment

This is an excellent opportunity to take the next step in your career in the industrial/manufacturing industry. If you are ready to make an impact, apply 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 Business Line Manager should have:

- A strong background in product and service sales within the industrial/manufacturing industry.
- Proven leadership skills with the ability to manage and inspire mid-sized teams
- Past experience with P&L responsibilities
- Excellent communication and negotiation skills to build lasting client relationships.
- A strategic mindset with the ability to analyze market trends and identify opportunities.
- Educational qualifications in business, engineering, or a related field.
- Fluent Japanese and high business level English

会社説明

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