



## Manager, Second Sales Department Based at Hamamatsu Office

自動車部品世界トップクラスのマレリ社とHighly社の合併企業

### 募集職種

#### 採用企業名

ハイリマレリジャパン株式会社

#### 求人ID

1558394

#### 業種

自動車・自動車部品

#### 会社の種類

外資系企業

#### 雇用形態

正社員

#### 勤務地

静岡県, 浜松市中区

#### 給与

700万円 ~ 1000万円

#### 更新日

2025年09月23日 16:24

### 応募必要条件

#### 職務経験

3年以上

#### 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

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

#### Job Description

As Manager of the Second Sales Department within the Sales Division, he/she will be the primary point of contact for existing clients SUZUKI and MAZDA. Additionally, he/she is expected to eventually oversee the entire Western Japan region, including TOYOTA and Daihatsu, which are planning to enter the market in the future.

For the time being, he will serve as the Sales Manager at the Hamamatsu Office, responsible for the following duties:

- Drive sales activities for all products to OEMs
- Prepare quotations, conduct price negotiations, and coordinate contract terms
- Communicate customer requirements internally with related functions
- Handle customer interface from RFQ to start of mass production
- Monitor sales/profit targets and report progress
- Support and guide junior sales staff

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## スキル・資格

### Must

1. Sales experience and managerial experience within the automotive parts industry at Tier 1 level
2. Practical experience in RFQ handling, pricing strategy, and profit simulation; strong customer negotiation skills and problem-solving abilities
3. TOEIC score of 650 or higher, or practical experience involving international communication
4. Willingness to relocate to Nagoya or Osaka in the future
5. Native Japanese speaker (essential for detailed Japanese communication as this is sales for Japanese manufacturers)

### Want

1. Sales experience targeting SUZUKI

### Theoretical annual salary :

About 7.8M Yen~9.6M Yen (Allowance paid separately)

Monthly Base Salary : 600,000~800,000 Yen

### work location

Highly Marelli Japan Hamamatsu Office

14F Press Tower, 11-1 Asahi-cho, Naka-ku, Hamamatsu-shi, Shizuoka 430-0927

(May relocate to Nagoya or Osaka area in the future)

**work format** : Flexible working system

**Availability of fixed overtime pay system** : None

\*Not subject to time management and not paid overtime since hired as a managerial position.

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## 会社説明