

MichaelPage

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## Overseas Sales - Electronic Components

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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

1559543

## 業種

電気・電子・半導体

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

550万円 ~ 800万円

## 更新日

2025年09月25日 14:07

## 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

流暢

## 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 Overseas Sales Account Manager will be responsible for driving international sales growth and maintaining strong client relationships in the industrial/manufacturing industry. This role is based in Tokyo, and requires a results-driven professional with a strong understanding of global markets.

## Client Details

This role is with a large-sized organisation in the industrial/manufacturing industry, known for its innovative products and commitment to high-quality standards. The company has a global presence and focuses on delivering tailored solutions to meet its clients' needs.

## Description

- Develop and execute international sales strategies to achieve revenue targets.
- Maintain and strengthen relationships with existing overseas clients.
- Identify and pursue new business opportunities in global markets.
- Collaborate with internal teams to ensure seamless delivery of products and services.
- Conduct market research to stay informed about industry trends and competitors.
- Prepare and present sales reports to track progress and forecast future performance.

- Negotiate contracts and agreements with international clients.
- Attend industry events and trade shows to promote the company's offerings.

#### Job Offer

- Competitive salary range of 6000000 JPY to 8000000 JPY annually.
- Opportunities for international travel and exposure to global markets.
- Comprehensive training and development programs.
- Supportive work environment with a focus on innovation and quality.
- Paid holiday leave and additional benefits in line with company policy.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

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#### スキル・資格

A successful Overseas Sales Account Manager should have:

- A strong background in sales within the industrial/manufacturing industry.
- Proven ability to develop and maintain international client relationships.
- Excellent communication and negotiation skills.
- Proficiency in market research and sales forecasting techniques.
- Ability to work independently and adapt to diverse cultural environments.
- Fluency in English and Japanese
- Familiarity with global trade regulations and processes.

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#### 会社説明

This role is with a large-sized organization in the industrial/manufacturing industry, known for its innovative products and commitment to high-quality standards. The company has a global presence and focuses on delivering tailored solutions to meet its clients' needs.