

## Sales Representative – Global Industrial Machinery

## World-Leading Brand

## 募集職種

## 採用企業名

ビエッセジャパン株式会社

## 求人ID

1578161

## 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

600万円 ~ 900万円

## ボーナス

給与：ボーナス込み

## 歩合給

給与：歩合給込み

## 勤務時間

09:00~18:00

## 休日・休暇

完全週休2日制 (土日祝)

## 更新日

2026年04月09日 05:00

## 応募必要条件

## 職務経験

6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

流暢

## 最終学歴

高等学校卒

## 現在のビザ

日本での就労許可が必要です

## 募集要項

We are a global manufacturer of industrial machinery with worldwide sales of approximately JPY 133 billion. In this role, you will be responsible for the sales and promotion of our woodworking machinery and related tools, managing the entire sales cycle from prospecting to contract signing and post-installation follow-up.

This position offers the opportunity to work closely with our overseas headquarters and technical teams, allowing you to build international sales experience while expanding our brand presence in the Japanese market.

## Key Responsibilities

- Sales of woodworking machinery (cutting, drilling, milling, profiling, finishing) and related tools
- Develop new clients through cold calling, visits, and lead follow-ups
- Manage the full sales cycle: needs analysis, proposal, presentation, negotiation, and closing
- Prepare action plans, presentation materials, proposals, and contracts
- Collaborate with technical teams and marketing to support product promotion
- Support and expand the sales network
- Participate in exhibitions and events to generate and follow up on leads
- Maintain CRM records and prepare call reports
- Share market intelligence and support domestic and international events
- Build and maintain long-term customer relationships

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## スキル・資格

### Must Have:

- Experience in B2B (corporate) sales from relevant industries (e.g., machinery, hardware, tools, industrial equipment, automation, technical products, relevant software)
- Comfortable handling the full sales cycle — prospecting, client visits, proposal, negotiation, and closing
- Business-level English (reading, writing, speaking)
- Basic proficiency in Word, Excel, and PowerPoint
- Valid Japanese driver's license

### Preferred:

- Experience selling industrial machinery, equipment, or other tangible products
- Presentation experience

### Ideal Candidate

- Strong communication skills, both internally and externally
- Self-driven and able to create and execute action plans independently
- Passionate about promoting an international (Italian) brand in the Japanese market

## Company Overview

Founded in 1969 in Pesaro, Italy, BIESSE is a global leader in technologies for processing wood, glass, stone, plastic, and metal. The company has expanded significantly worldwide since 1989 and has been a major presence in Asia for over 20 years.

In Japan, the country office was established in 2017, followed by the formal establishment of Biesse Japan Co., Ltd. in March 2021. With approximately 400 machines installed across Japan, the company continues to expand its local service and sales capabilities.

## Employment Details

- Employment Type: Full-time (Permanent)
- Probation Period: 6 months (no change in conditions)

## Compensation

- Annual Salary: JPY 6,000,000 – 9,000,000
- Monthly Salary: JPY 330,000 – 500,000
- Bonus: Performance-based (up to JPY 3,000,000)

## Working Conditions

- Working Hours: 9:00 – 18:00 (1-hour break)
- Annual Holidays: 120 days
- Fully two-day weekend system (Saturday, Sunday, national holidays)
- Paid leave: 15–21 days depending on start date

## Benefits

- Social insurance (health, pension, employment, workers' compensation)
- Transportation allowance (per company policy)
- Overtime pay (paid separately based on actual hours worked)

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## 会社説明