

Regional Sales Manager/ リージョナルセールスマネジャー（家電製品） - 東京

高待遇、ボーナス、キャリアアップ

募集職種

人材紹介会社

The SuperTalent Company Ltd (Superstars)

採用企業名

Leader in the field of New Energy

求人ID

1580175

部署名

Consumer Electronics

業種

電気・電子・半導体

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

700万円 ~ 900万円

ボーナス

固定給+ボーナス

更新日

2026年04月27日 01:00

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

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

***For any inquiry about this position before applying from CareerCross, please contact 「 pavlo@gosuperstars.com 」 .**

My client is a leader in the field of new energy. They specialize in intelligent terminals, consumer electronics, new energy vehicles, electrical machinery and equipment, and new energy.

With a strategic focus on the next 3-5 years, the company aims to expand its market presence and strengthen its industry position. The company has a strong team culture that emphasizes innovation and excellence.

The position is for a **Regional Sales Manager in Japan**, requiring a candidate with at least 3- 5 years of sales management

experience, preferably with a background in digital advertising, IT services, or manufacturing.

The candidate must also have business-level English proficiency and the ability to adapt to Japanese corporate culture.

Key Responsibilities

1. **Strategy Development & Execution**
2. Analyze the Japanese market to identify demand, competitive dynamics, and industry trends. Develop and implement cross-departmental strategies to achieve sales targets and drive business growth through product and service improvement initiatives.
3. **Team Leadership & Cross-Functional Collaboration**
4. Lead, train, and develop the Japan business team by setting business plans and delivering targeted training. Build an efficient service and execution system in collaboration with development, finance, legal, and other functional teams.
5. **Customer Acquisition & Relationship Management**
6. Acquire new customers and strengthen relationships with existing Japanese clients and partners. Lead negotiations for key accounts, oversee contract execution, and resolve customer issues through timely and effective responses.
7. **Marketing & Risk Management**
8. Increase brand awareness through industry exhibitions and events. Monitor market changes and regulatory risks, and implement appropriate risk mitigation measures.
9. **Data Analysis & Reporting**
10. Regularly analyze business performance and customer feedback. Report insights to management and propose actionable improvement plans.

スキル・資格

Requirements

- At least **3-5 years of sales or business management experience**, with a proven record of strong performance at **Japanese companies**
- Experience in the consumer electronics industry
- Fluent in Japanese (spoken and written)
- **Business-level English proficiency**
- Strong adaptability to **Japanese corporate and organizational culture**
- Excellent communication and interpersonal skills
- Solid understanding of **Japanese business practices and corporate culture**, with the ability to operate effectively within them
- **Educational Requirement:** College degree or above

会社説明