

Sales Manager/ セールスマネジャー (POS・セルフサービス業界)

高待遇、ボーナス、在宅勤務

募集職種

人材紹介会社

The SuperTalent Company Ltd (Superstars)

採用企業名

High-tech enterprise specializing in POS Machines

求人ID

1580189

部署名

POS, Self-service

業種

小売

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 ~ 800万円

ボーナス

固定給+ボーナス

更新日

2026年03月30日 02:00

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

日常会話レベル

日本語レベル

ネイティブ

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

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

My client, is a high-tech enterprise specializing in the research, development, production, and sales of commercial POS machines, such as cash registers (Win3000 series), multi-functional commercial terminals (Anypos series), and intelligent data terminals (IDT). The company also provides retail solutions, catering and entertainment solutions, fast-moving consumer goods solutions, and meat and vegetable traceability solutions for customers in various industries.

We are looking for a Sales Manager with least 3 to 5 years experience in retail (POS, self-service and other related products)

The base location is Tokyo, Japan. It is flexible/remote working mode, so most of the time will be customer company visits and contract signing. It is not just a cold call job.

Responsibilities:

1. Responsible for the development of annual, quarterly sales plan, and according to customers and market conditions, the development of sales strategies, the implementation of the company's trade business, the implementation of trade procedures, market development.
2. Be responsible for the record of overseas customer contact information and grasp the customer's needs.
3. Keep track of samples and projects with new customers in Japan on a regular basis and deal with customer requirements in a timely manner.
4. Timely collect overseas customers' complaints and problem product information, collate, analyze, summarize and classify them to the technical department for processing, and timely feedback the processing results to customers, and do a good job of communication with customers.
5. Responsible for the management of Japanese agents.
6. Responsible for daily work management in Japan
7. Report on related business work

スキル・資格**Requirements**

- Bachelor degree or above, major in international trade, marketing, business management, computer and electronics, etc;
- Knowledge of Video-centric and IoT solution is helpful
- Have good interpersonal and communication skills, keen market sensitivity and strong adaptability; have a high degree of enthusiasm for work, with marketing, channel strategy management and other knowledge;
- Good Chinese and Japanese listening, speaking, reading and writing skills, can skilfully use Japanese to communicate with customers in written and oral;
- 2 Years experience with Product Marketing and Channel Development with experience in the Construction business.

会社説明