



【1000～1600万円】 National Sales Manager

外資系自動車メーカーでの募集です。法人営業（その他）のご経験のある方は歓迎で...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

外資系自動車メーカー

求人ID

1587006

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

東京都 23区

給与

1000万円～1600万円

勤務時間

09:00～18:00

休日・休暇

詳細は求人ご紹介時にご案内いたします。

更新日

2026年04月16日 16:40

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

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

【求人No NJB2350814】

【Job Description】

◇Mission Purpose of Position

Analyzes market information and build the strategic sales plan which will achieve company business goal and also fulfil the local market requirements.

Lead marketing and sales activities to ensure that short and long range sales volumes and projects are achieved. Financial and strategic development criteria by managing well developed team.

■Sales Volume

- Deliver the agreed forecast budget and business plan · top and bottom line metrics · full P L responsibility for the business
- Ensure the achievement of regional sales volume target which will contribute to and in line with national sales volume target.

■Sales Strategy reporting

- Build the national sales strategy and ensure implementation.
- Formulate sales marketing objectives policies sales organization structure sales and marketing plans to achieve maximum sales and profit.
- Identify new markets and applications to assure volume growth.
- Provides input for the development of business which anticipate and serve a customer need/solution approach.
- Generate regional level sales strategy which shall be in line with national sales strategy
- Regional level sales strategy implementation by leveraging all support from KAMs SRs and local key supporting functions
- Regional level all linked sales reporting of business tracking/Monthly/quarterly/Yearly
- Regional marketing events plan implementation.

■Team Management

- Build up and manage a high efficient sales team
- Ensure the implementation of individual development measures within responsible team
- Team developing KAM performance monthly review
- Be a Coach Mentor and appraises subordinate other's performance and development.
- Regional meeting with target allocation and market development target review

■Distributor Management

- Distributor SWOT analysis and key performance indicator tracking about cash flow stock sell out D SR team management logistic concept distributor retail network development.
- Ensure the implementation of distributor monthly target achievement promotion and support regional sales activities.
- Conduct distributor quarterly preview meeting and generate market development action plan.
- Distributor bonus review and release.

■Retailer Management

- Setup and implement regional sales volume development plan based on network status
- Network quality and quantity improvement and facilitate local initiatives execution
- Reviews sales and satisfaction results to identify areas of improvement.

■Other

- Fully utilize the support from TCS regional trainer and market planner; help to optimize their routine work
- Other Ad Hoc work or project assigned by National Sales Director

スキル・資格**【必須】**

- メーカー/量販店などでのセールス/アフターマーケ/代理店セールスなどのご経験10年以上（車載向けの経験尚可）
- マネージメント経験
- 英語ビジネス

会社説明

ご紹介時にご案内いたします