

MichaelPage

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Head of Sales for Connectivity Solutions - Data Centre

Head of Sales for Connectivity Solutions

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

1589742

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

1500万円 ~ 2000万円

更新日

2026年04月24日 11:51

応募必要条件

キャリアレベル

エグゼクティブ・経営幹部レベル

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

This senior leadership role is responsible for driving sales strategy and commercial performance for connectivity solutions serving data centre applications. The position combines hands-on sales leadership with team management and executive-level customer engagement.

Client Details

Our client is a well-established distributor specializing in connectivity and networking solutions for data centre and enterprise infrastructure. The organisation operates nationally in Japan and partners closely with global technology vendors.

Description

- Lead the sales strategy and execution for connectivity solutions in the data center segment
- Manage and develop a sizable sales organisation, including senior managers and individual contributors
- Drive revenue growth, pipeline development, and key account expansion
- Build and maintain strong relationships with major customers, partners, and vendors
- Own sales forecasting, budgeting, and performance management
- Collaborate closely with pre-sales, marketing, and operations teams
- Act as a senior representative of the business in the Japanese market

Job Offer

- - Total compensation package up to 20,000,000JPY depending on experience
 - High-impact leadership role with significant autonomy and visibility
 - Opportunity to shape sales strategy in a growing, mission-critical technology domain
 - Tokyo-based position with long-term career progression

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.

スキル・資格

- Proven experience in a senior sales leadership role within distribution, IT infrastructure, or related technology sectors
- Strong understanding of connectivity, networking, or data centre solutions
- Track record of leading and scaling high-performing sales teams
- Strategic and commercially minded, with solid forecasting and planning skills
- Business-level fluency in **Japanese and English** is essential
- Comfortable operating in both local Japanese and global business environments

会社説明

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