



【アメリカ外資系】法人営業マネージャー Japan Sales Manager/計測機器のグローバルメーカー

NY証券取引所上場 35か国に展開

募集職種

採用企業名

アメテック株式会社

求人ID

1592909

部署名

Ophthalmic & Precision Solutions

業種

機械

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, 港区

給与

1000万円 ~ 1400万円

更新日

2026年05月27日 15:33

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

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

◀ Job Description & Position Highlights ▶

- As the Sales Manager for the Japanese market, you will be responsible for executing business plans, developing new business, and achieving sales targets.
- At a global precision equipment company, you will have significant autonomy in everything from customer acquisition to closing major deals.
- You will engage with clients in cutting-edge fields such as semiconductors and optics, delivering results through market analysis and strategic proposals.

- At a U.S.-based global company, you will work in a bilingual (English/Japanese) environment with frequent business travel, enabling flexible sales activities.

【Job Responsibilities】

The Sales Manager has responsibility for businesses in Japan and is responsible for ensuring annual business plans are developed and executed. He/she will build new business opportunities funnel, and is responsible to achieve annual Orders & Sales & Service targets and Performance Goals and Objectives.

< Key Responsibilities >

- Develop Business Plans to support Business Unit's Strategic Plans.
- Achieve Order & Sales & Service targets for Japan. Drive Year-over-Year growth.
- Meets expectations on Performance Goals and Objectives.
- Responsible for finding new customers and serving existing customers.
- Responsible for customers visits and customers meetings.
- Responsible to build New Business Opportunities funnel.
- Responsible to manage Key Accounts, and build and manage customer relationships at all levels.
- Update CRM System (Salesforce) weekly with detailed information.
- Submit business forecast regularly and when required.
- Submit customers meeting minutes.
- Submit weekly reports to management team and when required.
- Feedback on market trend, pricing analysis, competitors updates regularly and when required.
- Business presentations at seminars, conferences, sales meetings and when required.
- Support pricing strategies while managing customers' expectations and relationships.
- Work directly with customers to grow the business for Precitech and Sterling.
- Work both directly with customers and with distributors to grow the business for TMC.
- Work with other colleagues in AMETEK to collaborate and grow the business.
- Ensure customers satisfaction is maintained, actively gather Voice of Customers and report to the management team, highlight the requirements to grow the business, be proactive to follow up on customers inquiries, address customers concerns promptly and professionally, consistently deliver excellent customer services, personalize interactions where possible.

< About Us >

AMETEK Precitech designs and manufactures ultra-precision machining solutions for freeform diamond turning, milling, and grinding which are used to produce optical lenses, mold inserts, mirrors, and precision mechanical components. Our machines produce rotationally symmetric, asymmetric, freeform, and sculpted geometries with form tolerances in the sub-micron range and nanometer-scale surface finishes. Precitech is headquartered in Keene NH with sales/service offices located throughout the globe.

Sterling Ultra Precision is the world's largest manufacturer of ultra-precision ophthalmic lathes for the production of contact lenses and IntraOcular Lenses (IOLs). Our route to providing world-class lathe technology is the Sterling-Precitech partnership which began in 1991. This collaboration resulted in the introduction of the Optoform® series and Nanoform® series, the first line of CNC lathes to the contact lens and intraocular lens industries. Today, the Optoform brand is the industry standard and is used by every leading manufacturer of contact lenses and IOLs.

TMC combines state-of-the-art floor vibration cancellation technology with a commitment to manufacturing. Our products are manufactured in our world-class, 80,000 square foot, vertically integrated, manufacturing facility and headquarters in Peabody, Massachusetts on Route 128, "America's Technology Highway." To manufacture most of our products we literally start with sheets of steel coming in our loading dock where they are laser cut, bent, welded, drilled, ground, sanded, polished, painted, assembled into final products and shipped to customers on all seven continents.

AMETEK, Inc. is a leading global provider of industrial technology solutions serving a diverse set of attractive niche markets with annual sales over \$7.5 billion.

AMETEK is committed to making a safer, sustainable, and more productive world a reality. We use differentiated technology solutions to solve our customers' most complex challenges. We employ 22,000 colleagues, in 35 countries, that are grounded by our core values: Ethics and Integrity, Respect for the Individual, Inclusion, Teamwork, and Social Responsibility. AMETEK is a component of the S&P 500. Visit <https://www.ametek.com/careers> for more information.

勤務地 ※東京オフィスが基本ですが、大阪や名古屋勤務も相談可

東京都港区芝大門1-1-30 芝タワー

勤務地最寄駅：都営浅草・大江戸線 / 大門駅

受動喫煙対策：屋内全面禁煙

変更の範囲：会社の定める事業所（リモートワーク含む）

転勤：無

基本的には転勤はございません。

在宅勤務・リモートワーク：相談可

勤務時間

9:00 ~ 17:30（所定労働時間：7時間30分）

休憩時間：60分

時間外労働有無：有

休日休暇

週休2日制（休日は土日祝日）

年間有給休暇1日～10日（下限日数は、入社直後の付与日数となります）

勤続2年未満12日、勤続2-5年16日、勤続5年以上20日

年間休日124日

年末年始休日（3日）、年末年始休暇（12/29 - 1/4）、夏期休暇（3日）、年次有給休暇（初年度は入社月に応じて入社日に按分付与）

手当/福利厚生

通勤手当、健康保険、厚生年金保険、雇用保険、労災保険、退職金制度

<各手当・制度補足>

通勤手当：全額支給※規定に基づく

社会保険：各種社会保険完備

退職金制度：勤続3年以上

スキル・資格**【Requirements】**

- Sales experience in the relevant industry.
- Capability to manage multiple priorities and deadlines effectively.
- Confidence in negotiating deals and reaching mutually beneficial agreements.
- Ability to analyze sales data, identify trends, and make informed decisions.
- Written and verbal communication skills in both English and Japanese to interact with customers, colleagues, and executives promptly and professionally.
- Position demands extensive travel within Japan, overseas travel is required when necessary.

【Preferred Requirements】

- Bachelor's degree in Engineering, Science, or other technical degree is preferred.
- Sales experience in Optics, Metrology, Diamond Turning Machines / Semiconductor / Capital equipment is preferred.
- Experience of working for an American company is a plus.
- Channel partners (distributors/agents/sales reps) management experience is preferred.
- Familiarity with Customer Relationship Management systems (Salesforce) to track sales activity and manage customer data is a plus.
- Thorough understanding of the entire sales cycle, from lead generation to closing deals is a plus.

会社説明