Sales Manager – Automotive OEM

Tier 1 Auto | OEM Sales | ¥14M + Bonus

募集職種

採用企業名
フォルシアジャパン株式会社

求人ID
1618239

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
神奈川県, 横浜市保土ケ谷区

給与
経験考慮の上、応相談 ~ 1400万円

更新日
2026年11月06日 03:00

応募必要条件

職務経験
10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
ビジネス会話レベル

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

Essential responsibilities and duties

Integrated within the Sales Organization of a given Customer Business Unit (“CBU”), the Sales Manager is responsible for the Sales development for a specific Account or part of this Account (Program, Serial Life, Acquisitions), within a Division / Region.

The main missions of the role are:

▪ Build and maintain strong relationships with key customer stakeholders across Purchasing, Engineering and Program Management :
  o Interfaces with the customer at 1st management level
  o Develop the relationship with his direct counterparts at the customer and with the assigned contacts by the sales network

o participate regularly to customer meetings (progress reviews, quality reviews, commercial global meetings)
o Monitor what competition is doing

▪ Prepare and check/validate the commercial offers to answer on due time to the Customer requests :
o Get a good understanding of the costing files (“hands on”)
o Build up and get validated the targeted pricing and the negotiation path / tactics to convince the customer
o Ensure proper documentation of all prices and written communication to customer
o Check coherence of all offers and validates offers regarding technical changes and mandated components
o Understand and apply the guidelines proposed by the hierarchy regarding contractual management
o Support claims negotiation at the appropriate level at the customer

▪ Manage a team of Sales Engineers :
o Ensure the proper talent at the right place through internal or external recruitment processes
o As and when properly staffed and organized, responsible for coaching, developing and promoting the Sales team
o Assign objectives and follow-up

▪ Serial Life :
o Responsible for on-time / on-profit customer ECRs (“Engineering Changes Requests”) negotiation
o Detailed understanding of piece price, tooling and D&D impact
o Follow the Variable Cost Margin of the products
o Coordinate or take directly in charge the commercial productivity proposals with a detailed understanding of Squeeze management
o Understanding and execution of VA-VE commercial mechanisms
o Deep understanding and commercial management of local economics (inflation, exchange rate)
o Understanding and rigourous implementation of the Sales Administration guidelines & processes (purchase orders, invoices, terms of payment, overdues...)
o Oversees commercial management for Spare Parts

▪ Programs :
o Oversees several programs from Sales perspective
o Supports the negotiation of ECRs and claims
o Follow the profitability of the Program
o Participate to the CBU / Division Program reviews

▪ Acquisitions :
o Part/Leader of the Acquisition Team
o Understanding of the Business Plan & RFQA
o Preparation and update / improvement of the commercial offers through the negotiation loops
o Develop & lead the execution of the lobbying plan

Beat competition ! with satisfactory financials

Max Salary: 14M annual + 12% performance bonus.

スキル・資格

Qualifications

The ideal candidate will have/be :

- Minimum Education Level: Business Master Degree or Engineering Degree with a willingness to develop a career path in business

Experience :

- Minimum 10 years of professional experience with successful track record with different commercial assignments
- Established personal relationship with one or two OEMs within the relevant markets

Skills and competencies :

- Fluent in English and Japanese
- Very broad functional knowledge and depth understanding of business expertise
- Strong competencies in relationship management, and negotiation
- Strong commercial and financial acumen
- Good communication and presentation skills, and capacity of empathy
- Business international mindset
- Accountable and results oriented – Get the things done
- Team player and ability to work in a matrix organization

会社説明