

Sales Manager【Siemens Energy】

> シーメンス・エナジー株式会社での募集です。 設備保全・メンテナンス・施設環境・...

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
シーメンス・エナジー株式会社

求人ID
1624540

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

給与
700万円 ~ 1100万円

勤務時間
09:00 ~ 18:00

休日・休暇
【有給休暇】初年度 15日 1か月目から ※年間休日についてはカレンダー通りプラス会社が定める休日で年によって異なります。 夏...

更新日
2026年11月26日 16:09

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
ネイティブレベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

【求人No NJB2423975】
▼A Snapshot of Your Day

You will be part of a dynamic customer facing Japanese sales team driving B2B sales activities for Siemens' Energy fleet of Large Gas Turbine Large Steam Turbine and Generators. As part of your Sales Central field sales responsibilities expect close engagement with regional Service Technical Hub Sales global Engineering and New Equipment colleagues. You will

be responsible for achieving financial targets growing opportunity pipeline through delivery and closure of proposals which provide value added solutions to our customers. You will be expected to shape sales strategy develop strong meaningful client and partner relationships and ensure the overall success of Parts Repairs Field Services Upgrades and Long Term services business in Japan.

▼How You Will Make an Impact
You will be an independent and accountable Siemens Energy B2B sales representative who establishes a strong network with customers and related industrial professionals.
You have the sales acumen to Identify Develop Lead and capture opportunities to contribute to Sales Central financial targets.
You will create winning strategies for the Japan Sales Central Gas Services market communicating effectively with both internal and external stakeholders/professional network to implement those strategies for business success.
You will maintain sales operation discipline and CRM tools ensuring forecast accuracy to aid in shaping business decisions and regional strategy.

▼About the Team
We are the Business Area called Gas Services Sales Central operating out of the Asia Pacific Region.

Who is Siemens Energy?
At Siemens Energy we are more than just an energy technology company. With 96 000 dedicated employees in more than 90 countries we develop the energy systems of the future ensuring that the growing energy demand of the global community is met reliably and sustainably.

The technologies created in our research departments and factories drive the energy transition and provide the base for one sixth of the world's electricity generation.

Our global team is committed to making sustainable reliable and affordable energy a reality by pushing the boundaries of what is possible. We uphold a 150 year legacy of innovation that encourages our search for people who will support our focus on decarbonization new technologies and energy transformation.
Find out how you can make a difference at Siemens Energy:
https://www.siemens energy.com/employeevideo

スキル・資格

▼What You Bring
Minimum 7 years' working experience in either power generation or related industries with relevant B2B selling experience
Ability to build and manage strong relationships with key clients and accounts and delivery partners and trading houses.
Ability to address customers concerns and provide solutions in a win win manner while maintaining these relationships.
Presence to represent the company at industry events trade shows and networking opportunities to generate leads.
Curiosity to stay updated on industry trends emerging technologies and market dynamics.
Analyze market trends price levels customer needs and competitor activities to identify new growth opportunities and maintain the competitive edge.
Drive to achieve sales targets implement effective sales strategies and ensure alignment with the company's overall business goals.
Skills to prepare coordinate negotiate and close technical proposals in cooperation with other involved professionals.
Discipline to monitor sales metrics and maintain CRM tools to manage pipelines track KPIs and optimize effectiveness.
Team spirit to collaborate with matrixed organization of finance operations teams marketing and service engineering team to drive sales.
Mind set to ensure compliance with company policies legal regulations and ethical standards in all sales activities.

会社説明

■事業分野発電、オイル＆ガス、Wind power事業、高圧送電事業に関わる発電機器の販売及びアフターサービス■製品蒸気タービン、ガスタービン、バイオマス発電向けタービンなど