



Sales Manager (B2B Services, Hotel, Events or Trade Fairs) 

**High salary role in Aichi/Nagoya!**

## 募集職種

人材紹介会社

ボイド&ムーア エグゼクティブサーチ

求人ID

855855

会社の種類

中小企業 (従業員300名以下) - 外資系企業

勤務形態

正社員

勤務地

愛知県, 常滑市

給与

経験考慮の上、応相談 ~ 1200万円

更新日

2019年06月10日 01:00

## 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 (英語使用比率: 50%程度)

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

### Missions

#### Marketing & sales strategy for hosted events

- Proceed to market analysis in collaboration with the marketing department
- Perform competition benchmarks and analysis
- Define and implement some promotional tools (website, social network, advertising)
- Identify the final customers and build a strategy to create a high client satisfaction and loyalty
- Define and implements products and services (prices and conditions)

- Define the global strategy to achieve the yearly and 3 years plan
- Propose a prospecting plan and a plan of commercial initiatives to develop sales
- Monitor his prospecting plan and commercial action plan

### Sales

- Carry out the client brief, identifying all of its needs in order to be able to conduct good negotiation and optimization of sales
- Close the deals with the clients
- Participate in increasing the rate of occupation by guiding the client choices to the dates most beneficial for the company and following the recommendations of the commercial department
- Plan and proceed where required national and international sales trips & visits of clients

### Organization of the hosted events department

- Define the structure of the team adjusted to the business and to the targets and recruit the collaborators: Sales developers, Project managers, Sales assistants
- Schedule regular sales meeting
- Define the sectors of sales (clients, geography, agencies, markets) and organize the sales team
- Set the sales targets of the team
- Define and follow up sales KPI

### Sales tracking and reporting

- Update and send to the management the sales pipelines regularly
- Perform the sales forecasts
- Follow up and control the sales performance by sales representatives (conversion rate, turnover achievements, margin rates, etc...)
- Ensure the weekly business report
- Ensure the monthly sales report by salesperson, Project manager and sales manager
- Keep an updated customer database including commercial activity by sales person

### Synergy of the network of the venues management division

- Regularly schedule business meetings to share ideas among the commercial teams of the venues division
- Promote the venues division network
- Guide the clients to other venues of GL events network

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## スキル・資格

### Requirements

- Experience as a sales manager in a hotel, exhibition or congress center, exhibition and trade fair organizer, professional congress organizer, or B to B services
  - Experience in sales development with a portfolio ideally in the B to B services and within international markets
  - Experience in leading a small team
  - “Hunter” profile to bring in the business
  - Marketing oriented with definition and execution of sales strategies
  - Soft skills : active listening, resourceful, negotiation skills, relational skills, open-minded, result oriented, entrepreneurship
  - Ideally good knowledge of the event business and exhibition organization
  - Fluent in Japanese (written and spoken) and business level in English
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ビジネスの成功はすべて最適な人材次第「優秀な人材と価値のあるインサイトはビジネス成功のキーである」それはBMESの強い信念です。

たしかに、企業の成功は人材次第です。しかし、テクノロジーや日々変化する顧客の要求、人材不足があらゆる業界に不安や混乱をもたらす中、「ただの人材」しかいなかったら企業は生き残れないでしょう。だから、ボイド&ムーアは「最適な人材」が企業のキーであることを信じています。

最適な人材というのは、企業のカルチャーや価値観にマッチする人。どんなことがあっても、ビジネスを前向きにサポートする人。常に最高の実績を出し続ける人。最終的に企業が成長や成功を大きく左右する人。しかし、そうした最適な人材を獲得するのは容易なことではありません。最適な人材が必要なら、ボイド&ムーアエグゼクティブサーチにお任せください。価値のあるインサイトや徹底的な調査、密なコンサルティングを活かし、最適な人材を素早くかつ確実に獲得できるようにお手伝いをします。

“Our Web site has been redesigned and now includes open jobs and other resources to assist clients and candidates achieve their recruitment goals. Please visit us at <http://www.bmes.com>.”