

Job Detail

Manager Level

Position Title	[Osaka]Sales Director The industry's largest European office solution company
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Corporate Sales Sales/AE - Construction/Real Estate Sales Planning/Marketing/PR - Sales Planning
Industry	Real Estate/Property Management/Facility Management
Location	Asia Japan Osaka
Job Description	<ul style="list-style-type: none"> • Part of the country leadership team, driving sales performance for this dynamic and fast growth company. • Maximize revenues by increasing conversion of sales leads and drive sales growth across multiple brands. • Oversee the development and execution of the country sales plan. • Understand customer needs so we advise which solutions and products are appropriate. • Spend time with existing customers to improve customer satisfaction and look for opportunities to sell additional products and services. • Work closely with Marketing to identify new channel opportunities and grow existing ones through targeted campaigns. • Understand the local market to ensure pricing is competitive. • Be a strong brand ambassador, network with the local business community to gain market intelligence and generate sales leads. • Drive performance of the local sales team. • Work closely with Group teams to ensure sales tools are up to date and relevant to the local market.
Company Info	Founded in Brussels, Belgium in 1989 and headquartered in Switzerland, it is now a major office space company with offices in 1,100 cities in over 120 countries around the world. In Japan, they have 170 locations nationwide, making them the largest company in the industry. The company's official language is English, so you can work by making use of your language skills.
Working Hours	Weekdays 9:00-18:00
Qualifications	<ul style="list-style-type: none"> • Senior B2B solution/service sales and business development background. • Tangible track record of driving the top line sales growth, improving results month by month. • Pro-active approach to networking within business communities to generate new leads. • Works with customers to understand their needs and finds solutions to their problems. • Proven ability to develop, manage, track, and close sales and pipeline opportunities. • Flexible and broadminded with a "can-do" attitude, possessing a disciplined approach to business development. • Motivated, self-reliant, ambitious, and looking to join a team with significant growth aspirations. • Ability to motivate and drive sales teams, whilst ensuring they have the right resources, and are trained properly. • Monitor and measure performance through accurate and timely reports. • Professional and clear communication skills coupled with the ability to network at a high level and build strong business relationships.

English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 10000K - JPY 14000K
Salary Description	<p>Salary: Base 10-12 million yen + commission *Includes deemed overtime pay for 14 hours per month. Excess payment</p> <p>Fully equipped with social insurance Full transportation allowance education training</p>
Holiday Description	<p>Five-Day Workweek Summer Holidays Winter Holidays Paid Holidays Congratulatory or Condolence Leave Child-care Leave Sick Leave</p>