

Job Detail

Executive Level

Position Title	大手自動車メーカー向けグローバルセールス【東京または名古屋】
Recruiter Company	Pasona Inc. Global department／株式会社パソナ グローバル事業本部
Company Name	Company name is private
Activated / Updated	2024-03-26 / 2024-04-30
Job Type	Sales/AE - Other Sales/AE - Corporate Sales
Industry	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan Aichi Asia Japan Tokyo
Job Description	<p>You will work in the Enterprise Division, which provides ITC environment construction and DX support for major corporate customers, as a sales representative for major automobile manufacturers that are expanding globally. (The head is based in Nagoya, but can also work remotely from the Tokyo office.)</p> <p>[Job Description] You will be responsible for selling various products of our company to major automobile manufacturers expanding overseas. <Customers in charge> Major automobile manufacturers <Products> The company's products in general (PCs, tablets, OS *including subscription models/solutions such as LCM, etc.) *You will be responsible for everything from hardware to software. <Sales method> Direct sales (you will work in a one-on-one pairing with an in-house sales person and basically have the same account/sales goals) <Commission> Commission-based sales that measures sales results on a quarterly basis (base salary: incentive = 6:4)</p> <p>[Recruitment background] Recruitment of additional personnel for business expansion</p> <p>[Assigned organization] Enterprise Division, Nagoya Office, 10 people in total.</p>
Company Info	<p>◎Commission system available ◎Top global PC share of 23% ◎No.1 PC group in the world, ranked in Fortune Global 500 with sales of 70 billion USD ◎Remote work possible ◎Sales representative for major automobile manufacturers who are the core of the Chukyo area ◎Global Support your business</p> <p>No smoking indoors</p>
Working Hours	09:00 - 17:45
Qualifications	<p>【必須要件】 ■英語日常会話レベル以上 ■自動車メーカーに向けたIT領域の直販営業に携わったご経験をお持ちの方 例) Sier,ITベンダー,PC・周辺機器メーカー 等でのご経験</p> <p>【歓迎条件】 ▼英語ビジネスレベル以上 ▼HP、DELL、NetAPP、Vmware、Cisco、IBM、HP等のIT製品知識及び販売経験 (パソコン関連に限らず幅広い知識を歓迎)</p>
English Level	Daily Conversation Level (TOEIC 475-730)
Salary	JPY - Japanese Yen JPY 8000K - JPY 10000K
Salary Description	<p>Incentive every quarter based on 100% performance plus/minus *Image of an annual income of 10 million yen including incentives at OTE (base salary: incentive = 6:4) Fully equipped with social insurance</p>
	【年間休日数】120【休日】完全週休二日(土日)、祝日、創立記念日(5月1日)、年末年始(12月30日-1月3日)、有給、産休、慶弔、ボランティア、フレック

Holiday Description	シュ・アップ（勤続）休暇等 ※休暇をとりやすい文化です。裁量・自己管理の考え方が徹底されているので、 チームで調整してまとまった休暇を取ることが可能です。
Job Contract Period	Full-time employment
Nearest Station	Near Nagoya station