

Job Detail

Women Welcome

Manager Level

Position Title	Senior Retail Sales Manager @US SaaS Company
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - IT Sales
Industry	Software Vendor
Location	Asia Japan Tokyo
Job Description	<p>* The opportunity is for a famous US cyber security company, office in centre of Tokyo with 60 members in Japan * As Senior Retail Sales Manager, you will be trusted to grow the retail business by building strong relationships with partners including but not limited to Yamada Denki, Bic Camera, Edion and so on; as well as leading a team of some retail account managers under.</p> <p>Description</p> <p>* Coaching, training while working with the sales team to ensure a positive high performing culture while advancing partner and customer relationships at all levels. * Develop the plan to maximize our market share in Retail as well as top-line in Japan Retail business. * Monitor targeting retailers' sales strategies and performance, along with well controlled spending plan to maximize the topline. * Establish strong tie with Key retailers directly along with distribution partners to identify growing area of retail business (new/existing). * Maintain your knowledge of the cyber security industry. * Deliver presentations, effectively representing company to the partners.</p> <p>Profile</p> <p>* Native-level Japanese and Fluent English. * Great retail sales experience and track record within the Japan Retail market. * Relevant experience in Cybersecurity Industry is very welcomed. * Has solid experience and track record in pipeline development/ forecasting / resource & budget management / relationship management.</p> <p>Job Offer</p> <p>* 20 - 24M JPY OTE Salary Budget * Open work culture, very flat and casual * Great brand name, easy to sell product/solution from market's leader * Hybrid Work Style</p> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Lan Nguyen on +813 6832 8626.</p>
Company Info	<p>* A leading US-based cyber security company, ranked among top 10 in personal security for consumers, established its Japanese branch in the early 2000s. * Now already has 60 members in central of Tokyo</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 20000K - JPY 25000K

