

Job Detail

Women Welcome

Manager Level

Position Title	Sales Manager
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	
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - Private Sales Sales/AE - Other
Industry	Electric Power/Gas/Petroleum/Energy
Location	Asia Japan Tokyo
Job Description	<p>Sales Management position requiring solid experience with PV (photovoltaic) industry, leading a team of 2 subordinates, reporting to the Head of Sales in Japan.</p> <p>Description</p> <ul style="list-style-type: none">* Oversee subordinates and provide support to the Head of Sales.* Develop and execute territory plans focused on revenue generation in collaboration with the Head of Sales.* Implement the business plan, manage tactical plans, and oversee key account plans to ensure short- and long-term revenue goals are met, working alongside the Head of Sales.* Strategize and implement Japan's strategy aligned with the global strategy in coordination with the Head of Sales.* Achieve assigned objectives for order intake, margin, and overall product portfolio performance.* Expand revenue growth in the Japanese market by leading and developing the sales team.* Manage project pipeline and pricing within established guidelines.* Cultivate relationships with key decision makers to effectively sell products and services, addressing gaps and optimizing costs.* Collaborate with new and existing partners to create long-term business plans aimed at mutual value creation, in partnership with the Head of Sales.* Produce monthly reports on sales activities and provide accurate sales forecasts and service performance updates.* Drive follow-up activities post-trade shows, exhibitions, and other marketing events to maximize sales outcomes.* Negotiate legal and financial agreements.* Utilize existing distributor relationships to foster advisory connections and generate new leads.* Implement strategies through setting realistic unit goals, prioritizing topics, and ensuring results.* Establish appropriate organizational structures, processes, and communication channels, alongside the Head of Sales.* Conduct budget planning for the unit and ensure compliance, in collaboration with the Head of Sales.* Continuously develop the unit's tasks, processes, and standards, participating in strategic alignment with higher-level units under the guidance of the Head of Sales.* Perform any additional tasks as defined by management. <p>Profile</p> <ul style="list-style-type: none">* Essential: Previous involvement in the PV (photovoltaic) sector.* Bachelor's degree or equivalent expertise and experience.* Extensive relevant professional background.* Over three years of managerial experience.* Proficiency in English is mandatory, with a TOEIC score above 700.* Native-level fluency in Japanese.* Exceptional communication abilities, capable of positively and professionally engaging with customers, and adept at both independent and collaborative work.

	<p>Job Offer</p> <ul style="list-style-type: none"> * Well established business with strong presence in the market * Leading business offering stable career and clear progression * Competitive salary up to JPY14M per year * Leadership position <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.</p>
Company Info	Manufacturer and producer of solar inverters designed for photovoltaic systems, catering to grid-connected, off-grid power supply, and backup operations.
Working Hours	Standard
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 11000K - JPY 14000K
Salary Description	Including Bonus