

Job Detail

Manager Level

Position Title	Senior 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	Building Efficiency and Automation
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - IT Sales
Industry	Industrial Equipment/Heavy Electrical Machinery/Facility Equipment
Location	Asia Japan Tokyo
Job Description	<p>Drive adoption of digital solutions, optimizing building functionality and reducing costs. Support local market channels, delivering new construction and retrofit projects with IoT integration for smarter buildings. Lead sales of advanced solutions, drive digital pipeline growth, and deliver smart building projects. Consultative selling, understanding complex sales, and informing product development are key.</p> <p>Description</p> <ul style="list-style-type: none"> * Meet and surpass Digital Solutions sales targets monthly, quarterly, and annually. * Offer both business and technical expertise to assess Digital Solution opportunities, ensuring a consistent, high-quality pipeline with accurate forecasts. Understand customer pain points and target personas, aligning with high-impact scenarios. * Effectively engage with various departments and levels within customer organizations to understand their needs and influence decision-making. * Collaborate with regional sales teams to pinpoint high-potential opportunities, increasing sales and account share in strategic accounts. Develop and uphold Digital Solution strategy within strategic Account Plans, detailing priorities, progress, and obstacles. * Deliver monthly business insights on KPIs, sharing market trends and customer adoption data. * Stay updated on industry and technology trends such as IoT, AI, and SaaS business models, as well as sustainability initiatives. * Manage sales pipeline in CRM, ensuring proper qualification and relationship mapping from lead generation to deal closure. * Provide customer feedback to shape Digital Solution development and prioritize roadmap initiatives. Identify new solutions for unmet customer needs through collaboration with teams and partners when Global Products team solutions fall short. * Actively participate in industry professional groups and speaking engagements. <p>Profile</p> <ul style="list-style-type: none"> * Bachelor's degree required, Master's degree preferred. * Demonstrated success in enterprise solution sales with over 10 years of experience, consistently meeting revenue targets. * Skilled in Account Management, including planning, opportunity qualification, stakeholder communication, and partner engagement, with expertise in sales excellence practices like opportunity and pipeline management, and close planning. * Proficient in consultative, value-based solution selling, adept at aligning innovative solutions with customer priorities, and experienced in cultivating Executive-level stakeholder relationships. * Capable of collaborating, orchestrating, and leading teams to develop and close sales opportunities through influence. * Possesses technical acumen in Internet of Things architecture, edge, and cloud technologies. * Demonstrates strong business acumen, including business case development, effective communication skills, and a natural inclination for team collaboration, with a goal-oriented mindset and adeptness in technology and digital information. * Adaptive, agile, and curious, with a willingness to learn and grow.

	<ul style="list-style-type: none"> * Experience working in large, matrixed corporations. * Willingness to travel within the designated territory or region as needed. <p>Job Offer</p> <ul style="list-style-type: none"> * Competitive salary up to JPY22M (including incentive) * Exposure to regional and global leadership * Cutting edge technology * Well established business * Stable and structured career progression <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	<p>My client focuses on creating smart and sustainable environments through innovative building technologies. They offer solutions for HVAC systems, security, fire detection, and building management, aiming to optimize energy efficiency, comfort, and safety. This business segment specializes in integrating cutting-edge technologies like IoT, cloud-based analytics, and AI to enhance building performance and reduce operational costs.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 15000K - JPY 25000K
Salary Description	Incl. Bonus