

## Job Detail

Staff 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	Measurement Instruments
Activated / Updated	2024-04-18 / 2024-04-18
Job Type	Sales/AE - Manufacturing Sales Electronics (Appliance/Semiconductor) - Sales Engineer/Service Engineer
Industry	Electronics, Components, and Semiconductor Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>As a Sales Manager within the System Sales team, the role involves closely collaborating with sales staff and field engineers to drive project business, focusing on sales of Continuous Monitoring System Business within a Science-based approach, understanding user requirements, and achieving sales targets through proactive lead generation and adherence to guidelines and regulations.</p> <p>Description</p> <ul style="list-style-type: none"> <li>* Advocate for our continuous monitoring systems, industrial measurement instruments, and related services using logical and strategic thinking.</li> <li>* Collaborate with the field service team to facilitate product sales and manage system projects.</li> <li>* Proactively engage in lead generation through high-touch sales activities targeting end users.</li> <li>* Efficiently utilize Salesforce to navigate the sales process and handle project business.</li> <li>* Conduct customer interviews with curiosity to uncover hidden needs and propose optimal solutions.</li> <li>* Respond effectively to customer inquiries and articulate our compelling value proposition and economic value proposition.</li> <li>* Regularly update supervisors or relevant parties on sales issues in a timely manner.</li> <li>* Cultivate interpersonal relationships to foster idea exchange.</li> <li>* Leading the GxP industry entails a professional approach to customer access and knowledge base, emphasizing: <ul style="list-style-type: none"> <li>* Comprehensive understanding of global regulations, guidelines, and technical topics.</li> <li>* Adaptability to diverse customer requirements across quality, storage, and production areas.</li> </ul> </li> <li>* Joining the System Sales team offers the opportunity to: <ul style="list-style-type: none"> <li>* Solve challenging issues for customers.</li> <li>* Collaborate closely with sales staff and field engineers.</li> </ul> </li> <li>* Main activities and core processes of the Sales Manager role include: <ul style="list-style-type: none"> <li>* Focusing on selling Continuous Monitoring System Business within our science-based approach.</li> <li>* Understanding user requirements during the sales stage and driving system projects.</li> <li>* Working closely with the service team to achieve sales targets and proactively generate leads.</li> </ul> </li> <li>* Responsibilities also include: <ul style="list-style-type: none"> <li>* Delivering presentations in accordance with guidelines and regulations.</li> <li>* Addressing technical queries and identifying best practices for each environment</li> </ul> </li> </ul> <p>Profile</p>

	<p>Educational Requirements:</p> <ul style="list-style-type: none"> <li>* Preferably hold a bachelor's degree in Electrical Engineering or an equivalent field.</li> <li>* Demonstrated commitment to continuous improvement and technical training.</li> </ul> <p>Required Work Experience:</p> <ul style="list-style-type: none"> <li>* Minimum of 5 years' experience in the industrial market.</li> <li>* Experience in the GxP industrial market is advantageous.</li> <li>* Proficiency in project management, including goal setting and QBR (Quarterly Business Review).</li> <li>* Proficiency in issue resolution, negotiation, and providing support for customer success throughout the sales process.</li> <li>* Knowledge of networks is beneficial.</li> <li>* Proficiency in Excel, Word, PowerPoint, and Visio.</li> <li>* Proficient in both fluent Japanese and business-level English.</li> </ul> <p>Job Offer</p> <ul style="list-style-type: none"> <li>* Stable working environment and career progression</li> <li>* Established business with dynamic growth</li> <li>* Collaborative and respectful workplace</li> <li>* Salary up to JPY9M plus up to 25% sales incentive based on results</li> </ul> <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	Based in Europe and boasting a robust presence in Japan, this company offers environmental and industrial measurement solutions for diverse applications across life science, building automation, defense, and industrial manufacturing, among others.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 8000K - JPY 9000K
Salary Description	Plus bonus up to 25%