

Job Detail

Staff Level

Position Title	Sales Manager - Global Electronics OEM
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	2024-04-28 / 2024-04-28
Job Type	Sales/AE - Manufacturing Sales
Industry	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>As a Sales Manager, you will be in charge of developing and maintaining trusted relationships with existing client accounts in Japan. Your role involves proactively communicating with the clients to understand their demands, pain points and provide optimal solutions in collaboration with the engineering team.</p> <p>Description</p> <p>Relationship Building:</p> <ul style="list-style-type: none">* Develop and nurture strong relationships with existing clients.* Understand their needs, pain points, and business objectives. <p>Internal communication:</p> <ul style="list-style-type: none">* Continuously provide feedback and demands to the engineering team.* Collaborate with cross-functional teams to create tailored solutions. <p>Sales Strategy:</p> <ul style="list-style-type: none">* Set and track sales targets and develop strategies on achieving set targets.* Suggest and implement improvements in the sales administration process.* Coordinate department objectives to meet deadlines. <p>Communication and Negotiation:</p> <ul style="list-style-type: none">* Utilise your strong communication and interpersonal skills to engage with professionals at all organisational levels.* Negotiate effectively to achieve win-win outcomes. <p>Profile</p> <p>Sales Experience:</p> <ul style="list-style-type: none">* Proven work experience in sales, preferably in the electronics industry.* Ability to provide solutions based on customer needs. <p>Previous Roles:</p> <ul style="list-style-type: none">* Experience as a key account manager, sales manager, or project manager.* Familiarity with managing client relationships. <p>Industry Knowledge:</p> <ul style="list-style-type: none">* Experience in electronics, EMS or related fields is essential. <p>Communication Skills:</p> <ul style="list-style-type: none">* Strong verbal and written communication skills.* Aptitude in negotiations and building professional relationships. <p>Language Proficiency:</p> <ul style="list-style-type: none">* Japanese: Business level.

	<p>* Chinese: Business level.</p> <p>Job Offer</p> <p>* Competitive Salary: You can expect a salary range of 8 - 10 million yen. * Additional incentives based on performance.</p> <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.</p>
Company Info	Our client is a major electronics OEM in Japan and worldwide. With a stable business and solid growth strategies, they play a crucial role in the industry.
Salary	JPY - Japanese Yen JPY 8000K - JPY 10000K
Salary Description	Additional Incentives