

求人情報

マネージャーレベル

ポジション名	Japan Branch Manager
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	
掲載開始・更新	2024-05-02 / 2024-05-02
職 種	機械（自動車/プラント/精密機器） - その他 建築/土木/設備/不動産 - マネジメント系(建築/土木/設備/不動産) 営業 - その他
業 種	半導体・電気・電子部品メーカー
勤務地	アジア 日本 沖縄県
仕事内容	<p>Based in Naha, Okinawa you will be responsible to lead the US Government sales team to achieve growth targets, as being in charge of strategy, business development, account management, tech support and full P/L of the branch.</p> <p>Description</p> <ul style="list-style-type: none">* Collaborate with the USG Vertical General Manager and the Japan Country General Manager to synchronize priorities, policies, and initiatives between the USG Vertical and Japan Country.* Collaborate closely with the USG Vertical General Manager to: (i) establish the strategic direction for the USG Japan Team, (ii) organize the USG Japan personnel to effectively support the Strategic Plan's execution, and (iii) guide, nurture, and mentor branch staff in achieving their individual goals and business objectives.* Establish ambitious and inspiring objectives to motivate the team and attain short, medium, and long-term targets.* Cultivate and maintain relationships with key customers and partners to ensure optimal gross margin levels for ongoing and prospective projects (including order acquisition and execution).* Propel long-term growth strategies in crucial business sectors (such as service, controls, HVAC, fire, etc.) to establish and sustain a robust pipeline of opportunities.* Continuously enhance business operations and implement improvements to enhance overall performance.* Collaborate with APAC marketing and local sales teams to promote the USG Brand Plan through various avenues like promotional events, exhibitions, and tradeshows.* Develop an in-depth understanding of evolving customer demands, emerging technologies, market dynamics, and shifts in customer requirements to drive innovative approaches for business growth, enhance market penetration, and optimize margins.* Foster operational excellence by disseminating best practices in securing opportunities, managing customer relationships, addressing application and technical challenges, and facilitating cross-regional learning with the USG Korea team. <p>Profile</p> <ul style="list-style-type: none">* Possession of a Bachelor's degree in engineering, marketing, or equivalent field, or relevant professional experience.* A minimum of 15 years of comprehensive experience in sales, sales management, project management, or operations management, with 8 to 10 years specifically in sales management and direct sales.* Demonstrated track record of organizational credibility through consistent achievement of sales and profit targets over an extended period.* The ideal candidate should possess a minimum of 5 years of experience in US Government contracting, particularly with entities like the US Army Corps of Engineers, NAVFAC, etc., and should have a proficient understanding of US Department of Defense contracting requirements as well as FAR/DFAR regulations.* Proficiency in computer literacy and strong analytical skills are essential.* Seeking a responsible, self-motivated individual capable of managing multiple tasks independently.* Thorough understanding of HVAC, Building Management Systems/DDC Controls, Fire detection and suppression, and Security systems.* Professional expertise and practical experience utilizing relevant marketing and sales methodologies.* Comfortable operating within a multinational, matrix-based organizational structure.* Adaptability to diverse cultural environments, adept at leading and nurturing diverse teams, and adept at instilling accountability.* Fluent proficiency in both written and spoken English and Japanese is required. <p>Job Offer</p> <p>Great working location</p> <p>Leadership and decision making</p>

	<p>Established and renowned business</p> <p>Competitive salary</p> <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>
企業について(社風など)	Building Management Systems including HVAC, DDC Controls, Fire detection and suppression and Security.
英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	ネイティブレベル
年 収	日本・円 1100万円 ～ 1500万円
給与に関する説明	Incl. Bonus 20%