



現在以下の要領で人材を募集しています。応募をご希望の方はポジション名およびプロジェクトナンバーを明記の上、英文の履歴書を[メール](#)にてご送付ください。

Head of Sales Customized Solutions (Automotive After Market) (w/m/d)

プロジェクト番号: 0370088 | 業態: 製造業（自動車） | 勤務地: 神奈川県

企業について:

The company is specialized in export/import, manufacture, processing and sales of heaters, coolers and other automotive products for vehicle carriers. It is one of the market leaders in the area of heater and cooler for trucks and camping cars, especially renowned as the manufacturer of parking heaters.
The customers are automotive electrical components dealers (trucks) and manufacturers (camping cars).

職務内容:

To lead the sales organization and meet the targets of the company:

- Leadership and strategic direction of sales team to meet forecasted/budgeted sales targets
- Senior Account Management
- Pricing and channel management, including tactical pricing initiatives
- Definition and prioritization of key accounts and enablement of synergies across the application segments
- Sales administration in conjunction with Company guidelines
- Monthly sales planning and forecasting, including achievement of such targets
- Recruiting, training and competence development of team
- Monitoring of competitor sales and product strategies, gathering of business intelligence
- Back-feeding of business line requirements (product-related) to regional heads and market management
- Jointly manage marketing funds and co-ordinate spending in line with overall sales and marketing strategic objectives
- Measure customer satisfaction and implement corrective action as required
- Develop market-oriented sales strategies

応募要件:

- Marketing/Business related University degree
- Skill base including negotiation, leadership, general staff management and motivation, commercial/entrepreneurial acumen, sound financial understanding
- Strong communications skills across multiple cultures and business environments. Ability to lead with authority. Passion for customers and the customer experience. Commitment to maintaining and measuring standards
- 6-10 years Sales, Marketing and/or Product Management, with at least three years in a senior role
- Countrywide travel to customers, trade shows etc. will be mandatory
- Verbal and written in both Japanese and English

キーンバウム・ジャパン

Kienbaum Japan | K.J.Consultants K.K.

Masuni 1st Bldg. 6F, Shin-Yokohama 2-4-6, Kohoku-ku, Yokohama-shi | Kanagawa 222-0033 Japan

Phone (Japan): +81 45 548 5508 | Phone (Germany): +49 172 231 7384 | japan@kienbaum.co.jp | www.kienbaum.jp