



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 (w/m/d)

プロジェクト番号: 0370104-02 | 業態: 製造 (部品) | 勤務地: 東京都

企業について:

Our client manufactures products from four product areas: cables and accessories, industrial connectors, system solutions and communication technology. Established in Germany as a family owned company in the 1950's, it has grown rapidly as a global player with more than 50 sales subsidiaries as well as more than 100 business partners in the world. Now the company is one of the world's leading providers of integrated solutions and branded products for cable and connection technology.

Location in Japan was established in 2015 for the purpose of sales and marketing of the products, developed and manufactured by the head quarter in Germany. Since the company develops business globally, its products comply with international standards as well as industrial standards of each country, which is an advantage over other companies.

Now our client is implementing various measures for further expansion of the business in Japan and decided to install **Head of Sales** to respond to the increase in sales.

職務内容:

Responsibilities of Head of Sales include developing key growth sales strategies, tactics and action plans. Successful execution of these strategies is required to achieve your financial targets. Head of Sales duties will include hitting annual targets, building relationships and understanding customer trends.

- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends
- Reporting on forces that shift tactical budgets and strategic direction of accounts
- New position. Report to Representative Director in Japan

応募要件:

- University degree, Business administration preferably
- Proven business experience in the same or similar industries
- Proven sales executive experience, meeting or exceeding targets
- Previous experience as a sales executive, sales manager or sales and marketing director

キーンバウム・ジャパン

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- Ability to communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services
- Proven ability to position products against competitors
- Demonstrable experience as head of sales, developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Willingness to act as hands-on playing manager
- Willingness to travel
- Japanese (Native), English (Business fluent)
- PC knowledge

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