



JOB CODE: GSJ-O-200617-055

Field Sales Representative Central Japan (Chūbu Region) or East Japan (Kantō Region)

世界に7000人以上の従業員を擁し、EMCコンポーネント、インダクタ、LTCCコンポーネント、変圧器、パワーモジュール、LED、コネクタなどの世界的なリーディングメーカーの日本法人が、中部地方、関東におけるフィールド・セールス・レップを募集しております。

The company is a European manufacturer of electronic and electromechanical components for the electronics industry, with about 7,300 employees worldwide. Their product range covers EMC Components, Inductors, RF Inductors and LTCC Components, Transformers, Components for Circuit Protection, Power Modules, LEDs, Connectors, Switches, Power Elements in Press-fit Technology and Assembly Technique.

The Position

The main goal for the new Field Sales Representative Central or East Japan Region is the development of the company's presence and its brand to achieving strong and profitable average growth by selling and supporting own products and systems to the established and new market segments in these regions.

The Field Sales Representative actively supports the sales and business development activities of the company in the Central or East Japan region and provides strategies, business plans and roadmaps to further strengthen the recently founded Japanese subsidiary based in Shin-Yokohama. The main attention applies to identifying, developing, gaining new customers and support mainly in the factory automation, machinery and medical device industries as well as manage the company's distribution partner for Japan.

Qualifications and Skills

PERFORMANCE - The Field Sales Representative should be capable of increasing revenues and achieving a sales performance above budgetary projection. The Sales Rep. will be required to negotiate complex, long-term contracts. He should be able to develop business proposals and to initiate and successfully conclude complex business transactions.

CUSTOMER FOCUS - The Field Sales Representative must imperatively be committed to a customer-oriented approach with a good track record in identifying changes in customers' needs and converting them into profitable business initiatives. The ideal candidate has strong customer relationships in the industrial and medical sector in the respective region.

TEAM LEADERSHIP -The Field Sales Representative will show a willingness to lead from the front and take risks or initiatives that encourage others to stretch themselves within the corporate framework. The Sales Rep. should be able to show recognition for concrete achievements, support, and encouragement in the event of failures or mistakes.

MARKET KNOWLEDGE - The Field Sales Representative must understand the interrelationships between the company, suppliers, and competitors; and be able to capitalise on this knowledge to seize opportunities which would aggressively extend our market share with new and existing customers. The Sales Rep. must be able to understand the implications of market trends and to draw conclusions for appropriate actions.

COLLABORATION - The Field Sales Representative will be able to build close partnering relationships with customers, suppliers, partners, and colleagues; and ensure that the mutual interests of all parties are met. The Sales Rep. will show an ability to recognise sources of conflict, such as cultural, functional, or geographic issues and act to resolve them.

LANGUAGE SKILLS - The Field Sales Representative speaks and writes fluently in the local language and English.

EDUCATION - The Field Sales Representative has had a technical/commercial higher education, preferably a degree in Electrical Engineering or equivalent experience in electronics.

This position requires a minimum of 5 years market and leadership experience in Japan as well as a longer-term commitment to the company. He/She reports to the Country Manager Japan.

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Employment type: Full-time

Position: Field Sales Representative

Location: The location for Central Japan is the Chūbu Region (preferably Home Office) or Shin-Yokohama for the Kantō Region.

Remuneration: JPY 7 - 9 m (Based on experience. Details can be discussed and adjusted.)

[APPLY HERE](#)

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