



JOB CODE: GSJ-O-190703-048

Sales Representative and Business Development Manager Japan セールス・レップ

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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、スイッチなどの世界的なリーディングメーカーが、関西圏のセールス・レップ兼ビジネス ディベロップメントマネージャーを募集しております。

The company is a manufacturer of electronic and electromechanical components for the electronics industry. 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. They are Europe's largest manufacturer of passive components.

THE POSITION

The main goal for the new Sales Representative and Business Development Manager Kansai Region is the development of the company's presence in Japan 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 the Kansai Region. The Sales Rep. actively supports the sales and business development activities in Japan and provides strategies, business plans and roadmaps to further strength the formation and later the establishment of Japan subsidiary. 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.

SKILLS REQUIRED

Performance - The Sales Rep. should be capable of increasing revenues and achieving a sales performance above budgetary projections. 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 Sales Rep. 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.

Team leadership - The Sales Rep. 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 Sales Rep. must understand the interrelationships between the company, suppliers and competitors; and be able to capitalize 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 Sales Rep. 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 recognize sources of conflict, such as cultural, functional or geographic issues and act to resolve them.

Language skills - The Sales Rep. speaks and writes fluently in the local language and English.

Education - The Sales Rep. 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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