



**JOB CODE:** GSJ-O-210127-063  
Sales & Business Development Manager

GRP（ガラス繊維強化プラスチック）の分野で業界を牽引する欧州企業がセールス・ビジネスデベロップメントマネージャーを募集しています。

The company is the global leader in production of GRP (glass-fiber reinforced plastics). They entered the Japanese Market in 2015 with the dedicated target to become the market-leader in the commercial vehicle and camping vehicle market segment. They have achieved this target with a very modern business set-up in which a small team is managing the company in Japan and in which well trained sales staff is developing the market and is taking care of the business.

In the next years they will enter new business segments, like housing-, hospital-, farm-applications and for this they are looking for a highly motivated sales- and business-development manager who enjoys developing and initiating businesses and to grow in responsibility with rising sales.

**The profile we are looking for:**

1. Flexible and motivated sales-personality who is able to understand their unique sales points and technologies and who will be able to explain these sales points to Japanese customers.
2. The person must be capable of not only selling in direct competition to existing products but also develop new application ideas with customers and develop new market trends.
3. The successful candidate must be an excellent solution-focused, creative communicator who can impress potential customers with his personal approach and his sales-skills.
4. Age: Is not an important decision criteria, but we are looking at a cooperation target of at least 10 years, as we assume that the new business-fields, like always in Japan, will only slowly develop (2 to 4 years to gain significant shares, as we experienced it now in the truck segment).
5. Fluent English (speaking, writing) is mandatory for the task.
6. The person must be a good team player. Close communication with head quarter and other member is necessary.
7. Educational background is not a key decision criteria, the company puts sales-skills, the willingness to learn and to develop over university degrees.
8. The use of Microsoft Office and modern communication applications is mandatory.
9. The company has a well established team for Japan which enjoys working for J-Customers, candidate must enjoy communication with foreigners and customers.

The company pays the salary which fits to candidate's background, experience, and performance.

The company is willing to grow with you and to invest into you. This position fits perfectly to anybody who wants to work in a small team in which he/she gets a lot of freedom to grow and develop his/her business segment.

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**Employment type:** Full-time

**Position:** Sales & Business Development

**Location:** Home Office or Office in Yokohama.

**Remuneration:** JPY 7 - 9 m

[APPLY HERE](#)

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