



JOB CODE: GSJ-O-210331-067

Regional Sales Manager/Director Japan

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自動車、エレクトロニクス、家具業界向けの洗練された技術コンポーネントを開発・生産しているドイツ企業が、セールスマネージャー／ディレクターを募集しています。

THE COMPANY

The Group with its headquarters in Germany, develops and produces sophisticated technical components and components especially for the automotive, electronics and furniture industries.

The Group consists of a total of 15 individual companies worldwide that are in logistic proximity to their customers. With 1,900 employees, the Group represent the entire process chain - from the idea to the finished component. Their core competencies are extrusion, injection moulding, pultrusion, CNC machining, stamping, and forming technology, special machine construction and toolmaking. Depending on market access and customer structure, The company combines these production methods to continuously deliver a holistic solution.

THE POSITION

The Regional Sales Manager/Director Japan will have a key role in the market Automotive. The incumbent shall create, develop, and maintain long-term relationships with the Engineering and Purchasing departments of automotive Japanese OEMs in Japan and Asia, understanding their needs in the areas of the company's manufacturing expertise and identify and conquer new business opportunities. The position reports to the German Managing Director based in Germany.

KEY DUTIES/MAIN TASKS

His/her area of responsibility will cover a broad spectrum including the following key areas:

1. Hunt and acquire new business opportunities and growth the sales with Japanese OEMs. Animate and quote project reviews.
2. Be the key resource for Automotive Engineering and Sales/Marketing in Japan.
3. Manage strategic guidance to local Automotive sales (distributor).
4. Ensure Profitability of the business.
5. Understand Market share in Japan and their evolution.
6. Exchange with other Region for Key Account Management and global businesses.
7. Ensure good collaboration between R&D and customer engineering teams. Master the company's catalogue and technologies and be able to offer the suitable solution fitting customer's application.

8. Manage their Automotive distributors.
9. Understand customer applications, analyze global needs, and proactively find solutions.
10. Report regularly to his hierarchy.

SKILLS/COMPETENCES

1. Technical competencies (Mechanics/Electronics).
2. 2. Good knowledge in the field of high-volume mass production is an asset.
3. 3. Extensive knowledge of APQP and Quality Systems like ISO 9001, ISO 14001, IATF16949.
4. Quality tool knowledge (FMEA, SPC, MSA, 8D...).
5. Continuous improvement tool knowledge (SIPOC, DOE, 6 Sigma, ...) is a plus.
6. Team worker with excellent communication skills.
7. Very strong analytics skills are mandatory.
8. High problem-solving skills, pragmatic.
9. International mind-set and intercultural experience.
10. Willingness to work with multicultural teams (EU, US, China).

EDUCATION

1. Degree in Mechanical Engineering or equivalent.
2. Minimum 5 to 10 years' experience in sales in Japan's Automotive Tier1 suppliers.
3. Team worker with excellent communication skills (English, Japanese), international mindset and intercultural experience, (experience with EU, China, and US). Good knowledge of English (written and spoken), international experience is a plus.
4. Knowledge of plastic manufacturing process and seat components will be a plus.
5. Willing to travel frequently within Japan, and regularly to China and Germany.
6. Good judgement and business skills - Hunter profile.
7. Native Japanese speaker fluent in English, German or/and Chinese a plus.
8. International mindset and intercultural experience.
9. Autonomous, proactive problem solver motivated by bottom line results, profitability, and challenges.
10. Excellent communicator with good project management skills.

Employment Type: Full-time

Location: Preferably Home Office - sometimes distributor's office in Tokyo.

Remuneration: JPY 8 - 12m plus incentive

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