



JOB CODE: GSJ-O-210801-076

Area Sales Manager, Wood Division in Aichi Pref. or Kanto Region

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世界 86 か国に約 400 拠点、全従業員数は7万 8,000人を擁するドイツのグローバル企業が、日本支社建築部のエリアセールスマネージャーを募集しています。

THE COMPANY

The group was founded in 1945 and it currently consists of over 400 companies in more than 80 countries and has over 78,000 employees.

The 100 % owned Japan subsidiary was founded in 1987. Their business is the import and distribution of products currently mainly for the automotive aftermarket, ranging from chemical products to tools and fasteners.

Wood Department

This department was built since 2010 in Japan subsidiary to diversify its line of business. Its services are to supply fasteners, tools and other material & equipment for timbered construction as well as inventory management services of such goods. As an area manager, you will first work on area management, with the expectation of succeeding the division's general manager in the future.

KEY DUTIES

As this division should be expanded more as one of the key business in the near future, the manager shall be engaged in any activities to develop it.

1. Sales of own brand tools and building materials to construction and building materials shops.
2. Development of new customers
3. Customer management in target areas.
4. Visit construction shops and building sites to conduct market research and understand customer needs, and provide feedback to the Product Manager to support sales activities.
5. Preparation of quotations and delivery notes, management of orders, delivery dates and shipments, creating sales materials, etc.
6. Training of new employees when they join the company in the future.

QUALIFICATIONS

1. Initiative against new challenges.
2. Sufficient knowledge of business flow /relationship among industries.
3. Self-motivated and self-driven entrepreneur.
4. Hands-on type, no pure office job.
5. PC skills (Word, Excel, PPT).
6. Business English capability.

ADDITIONAL INFORMATION

1. Preferred Area are Chubu and Kanto.
2. Working 100 % from Home Office with some regular meetings at their office in Kanto.
3. Division Wood has one Division Head and one Admin but they will increase by this sales plus additional 2 employees in the coming months.
4. Age 25 to 40.

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Employment Type: Full-time

Position: Area Sales Manager

Location: Home Office

Remuneration: JPY 5.5 - 6.5 mio (Success Oriented)

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