



JOB CODE: GSJ-O-210801-076

Sales Director セールスディレクター

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コネクター分野で世界展開しているヨーロッパ企業が、セールスディレクターを募集しております。

THE COMPANY

The Group founded in 1975, is an international corporation headquartered in Liechtenstein. The Group develops, designs, manufactures, and globally distributes innovative electrical, optical, and electronic interconnect products and systems. As a multi-brand company, the group has long dominated the world of professional entertainment and industrial applications, setting new standards in a wide range of segments. With about 1,000 employees, the group is a global leader in audio, video, power, and data connectors, digital network components, and power distribution and potential equalization systems. The group includes strategically placed subsidiaries in the United States of America, Great Britain, France, Japan, China, Hong Kong, and Germany. A network of exclusive distributors in more than eighty countries worldwide provides global sales, technical support, and distribution.

For the 100 % owned Japan subsidiary located in Tokyo and established in 1996, the business developed favourably, and a solid customer basis has been acquired. Today, the company counts renowned companies such as Sony, Yamaha, Matsushita, Canon, Panasonic, Ikegami, or Roland to its long list of customers. Now the time has come to "switch the gear" to reinforce sales activities with Japanese and international customers and partners in both, the existing applications and market segments as well as new business fields. The Japanese subsidiary has been tasked with expansion, market share development and extended customer care. At the same time, the proximity to research & development of the highly innovative Japanese customers shall be increased to generate future business opportunities. The position of the Sales Director will have a key role in these efforts.

THE POSITION

The Sales Director's main purposes is increasing its activities and strategic development in all the company's business segments, meeting the company's financial targets by achieving sales, marketing and profitability objectives for the Japan subsidiary as agreed at Group level, and to be responsible for the day-to-day operation of the business as well as for the customer care.

KEY DUTIES

The Sales Director will carry overall responsibility for the performance of the national company; he/she will secure the maintenance and expansion of the existing market

position and the high profitability of the entire business operation in Japan. In this context, he/she will be responsible for the local market implementation of decisions made by the parent company, including performance control and reporting to the headquarters.

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

1. Responsible for sales, including full P&L, definition, and implementation of the Group's business strategy, defined by the headquarter, to achieve greater growth, market share, revenue, and sustainable success in the Japanese market.
2. Lead and develop the Japanese sales team to achieve the short-term and long-term business objectives for the company.
3. Develop an ambitious market development strategy and business plan for the Japanese market.
4. Closely coordinate and collaborate with the headquarter, other Group subsidiaries as well as external stakeholders to maximise satisfaction of global OEM customer.
5. Closely coordinate and collaborate with the headquarter on all strategic / corporate projects that are relevant to the company.
6. In line with the Group strategy, develop and implement local product portfolio strategies for the Group's three global brands.
7. Support product development and market launch projects and actively support the group's efforts to enhance competitiveness in the Japanese market.
8. Actively collaborate with the headquarter to enhance business processes to drive business success effectively and efficiently (e.g., using business development processes / business planning, S&OP / forecasting, inventory management, etc.)
9. "Hands-on" management of key accounts, performing an active role as it pertains to technical and commercial issues; expected travel 50 % - 60 %.
10. Drive the evolution of an organization capable and suitable for assuming future capacity and skill requirements based on strategy. Lead, motivate and inspire employees throughout the organisation to expand skill levels to meet future needs.
11. Maintain effective communication with parent organisation with respect to market, commercial and technology aspects (incl. technology transfer) and closely monitor and anticipate industry and market trends to influence technology and product development.

SKILLS REQUIRED

Performance - The Sales Director should be capable of increasing revenues and achieving a sales performance above budgetary projection. He/she should have a technical understanding as well as be able to develop business proposals and to initiate and successfully conclude complex business transactions.

Customer Focus - The Sales Director must imperatively be committed to a strong customer-oriented approach with a good record in identifying changes in customers' needs and converting them into profitable business initiatives.

Team leadership - The Sales Director 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 Director should be able to show recognition for concrete achievements, support, and encouragement in the event of failures or mistakes.

Market Knowledge - The Sales Director 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 market share with new and existing customers. The Sales Director must be able to understand the implications of market

trends and to draw conclusions for appropriate actions. Ideal Candidates bring along a network of business contacts in the Japanese electrical, optical, and electronic interconnect products and systems industry that helps to extend existing customer base.

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

Language skills - The Sales Director speaks and writes fluently in the local language and English. German language skills would be a plus but not required.

Education - The Sales Director will have a technical degree preferably with mechanical/electrical/electronic engineering background and/or a business administration degree with postgraduate technical qualifications, or he/she will be a qualified industrial engineer with demonstrated technical understanding of the industry.

This position requires 5-10 years sales and marketing experience of this a minimum of 3-5 years of sales team management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling electrical, optical, or electronic products, technologically involved components or systems/sub-systems as well as market and leadership experience in Japan and a longer-term commitment to the company. Ideally, he should have several years of professional experience with high quality connectivity as well as knowledge in audio, video, power, and data connectors, digital network components, or power distribution preferably with European companies. Furthermore, the Sales Director should have professional experience in sales, strategy, and business development. The Sales Director will report directly to the CSO of the Group based in Liechtenstein.

Job Code: GSJ-O-230312-100

Employment Type: Full-time

Position: Sales Director

Location: Tokyo

Remuneration: JPY 16 - 19 mio

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