



JOB CODE: GSJ-O-250226-111

Sales Manager Japan | German Company

The company based in Germany is a global wheels and castors manufacturer established in 1953. The group currently has around 1,300 employees worldwide, with over 900 based at the headquarters in Germany. Trained technical advisers at 21 sales subsidiaries in Europe, America, Asia, and Australia as well as exclusive distribution partners ensure proximity to customers and high-quality service in over 120 countries around the world. Their cutting-edge logistics centre guarantees top-class delivery performance.

The majority owned Japanese subsidiary based in Minoh City, Osaka Prefecture, was established in 2024 to reinforce sales activities with Japanese and international customers. 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 Manager Japan will have a key role in these efforts.

The Position

The main goal for the new Sales Manager Japan is the development of their presence and its brand to achieving strong and profitable average growth by selling and supporting own products and systems to their established market segments in Japan. The Sales Manager Japan actively supports the sales and business development activities of the company and provides strategies, business plans and roadmaps to further strength the formation of Japanese subsidiary. The main attention applies to identifying, developing, gaining new customers and support and manage their distribution partner for Japan.

Skills Required

- Knowledge of the Japanese markets and target sectors.
- Several years of experience in project work in a technical environment.
- Initial successful sales experience of technical products and products requiring explanation.
- Maintain networks and present products, services, and solutions in the industry or similar.
- Requires a high level of enthusiasm and passion for sales and a strong customer orientation.
- Major strengths: positive solution-oriented thinking, effective communication skills, ambition, and a high intrinsic motivation to achieve goals.

Performance – The Sales Manager Japan should be capable of increasing revenues and achieving a sales performance above budgetary projection. The Sales Manager Japan 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 Manager Japan 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. The ideal candidate has strong customer relationships in the target sectors.

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

Market Knowledge – The Sales Manager Japan 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 our market share with new and existing customers. Sales Manager Japan must be able to understand the implications of market trends and to draw conclusions for appropriate actions.

Collaboration – The Sales Manager Japan 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 Manager Japan 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 Manager Japan speaks and writes fluently in the local language and English. German also welcome.

Education – The Sales Manager Japan has had a technical/commercial higher education, preferably a degree in mechanical engineering or equivalent experience in technical sales.

He/she is well acquainted with the steps of technical product selling. The candidate should be a 'hands on' person, comfortable with working towards targets and objectives and with operation in the Japanese and international business environment. This position requires a minimum of 5 years market and sales experience in Japan as well as a longer-term commitment to the company. He/she reports to the Managing Director of Japanese subsidiary.

Job No: GSJ-O-250226-111

Employment type: Full-time

Travel: Extensively in Japan and sometimes overseas.

Location: Hybrid in Minoh City, Osaka and home office.

Remuneration: JPY 7 - 8+ million

[APPLY HERE](#)

G&S JAPAN KK

The Plaza F Bldg, 801
5-35-15 Narita-Higashi
Suginami-ku, Tokyo 166-0015
Japan

T: +81 (0)3 6323 6975

E: info@gs-japan.jp