

General Manager Sales / Country Manager Japan (m/f/d)

Nagoya, Japan

Our client is a renowned and globally active German manufacturer of clamping solutions for the machine tools industry. Family-run in the third generation, the company operates 11 international subsidiaries spread across Europe, North America and Asia, employing more than 850 people worldwide.

For just under a decade the company has also been active in Japan with a small subsidiary located in Nagoya City. In line with the company's future development goals, our customer is now looking for a Head of Sales (m/f/d) who can drive market expansion and sales growth while leading and developing the local branch.

Your tasks

The focus of this position is to systematically and strategically expand market share in Japan in order to ensure a better penetration of the Japanese market.

The main tasks include:

Technical Sales, Consulting and Market Expansion:

- Drive sales growth through strategic planning, innovative sales techniques and customer engagement
- Provide technical consulting to customers, understanding their needs and offering tailored solutions
- Increase revenue by acquiring new customers, expanding business with existing accounts and driving business development

Team Management and Development:

- Lead and manage the Japanese subsidiary's team, ensuring alignment with the company's global strategies
- Define and implement effective processes to optimize operations
- Strategic/ professional management and further development of the team, including instruction on sales activities and fostering a positive and collaborative working environment

Reporting and Communication:

- Report directly to the Managing Directors in Germany, acting as the "communication interface" between the Japanese subsidiary and the Headquarter in Germany

Your profile

- Successfully completed university degree or vocational training with a technical focus
- Relevant experience in the sales of technically complex products within the machine tool industry – experience with clamping technology is a plus
- Solid foundation of industry knowledge including an established network within the machine tool sector
- Leadership experience of a small team would be desirable, but not necessary
- Business fluent Japanese skills as well as very good either English or German skills (for the effective communication with the German HQ)
- Proactive personality, commitment and results-orientation as well as a structured approach to customer acquisition, negotiation, and closing deals
- Hands-on mentality paired with strategic vision
- Strong intercultural communication skills

- Ability to build trust and serve as a bridge between customers and the HQ in Germany

Benefits

- Autonomy and growth potential: as leader of the branch you have the autonomy to develop and expand the business as you see fit
- Chance to work within an international company with a family-run spirit, allowing for simpler communication channels and a collaborative working atmosphere
- The compensation package includes performance based incentives and a company car or car allowance

Contact

If you have any questions regarding this position, please contact Esther Auffermann under +49 (0)211 749686-36.

We look forward to receiving your application!

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