

# Representative Director Japanese Subsidiary - Machine Tool Industry (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 Business Development Expert as President (m/f/d) of the subsidiary 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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