

File	Job Description
Position	Sales Manager
Date	2020/3/11
Recruiter	Gwen Cai



JOB: Japan Sales Manager

This position is responsible for the sales of Newland Auto-ID products in Japan. As the front-line seller, this role will focus on build up the suitable sales strategy in Japan and execute for the results. In addition, this role will need to communicate with China headquarter for possible information exchange.

Report to: General Manager of International business unit

Location: Tokyo, Japan

Job Descriptions:

- To achieve sales target and grow business by executing the sales and marketing strategy of Japan.
- To do market mapping of target verticals and generate sales pipelines and grow verticals customer base.
- To recruit, develop and manage channel partners and build up the business contribution of channels.
- To do sales forecast and provide market and competitor's analysis report.
- Develop and maintain customer relationships in barcode Embedded Modules, retail and other verticals.
- Foster customer satisfaction by maintaining regular customer contact and managing customer expectations.

You must have:

- Bachelor's Degree or above, Technical background would be preferred.
- Could use English or Mandarin as working language

Qualities about you that might make this decision easier:

- Some experience selling the products and solutions relative to Auto-ID products, POS or other IT relative products.
- Proven track record of consistently achieving or exceeding quotas using a consultative/solution selling approach.
- A customer-driven focus and the ability to quickly pivot in a fast paced environment.

Gwen Cai | Talent Acquisition Manager

Mobile: +86-13067118651 (24 Hours)

Phone: +86-591-83972441 (BST 8:30-17:30)

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- An open mind with strong self-motivative spirit.
- The ability to travel depending upon the demands of the region.
- Good team work spirit

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