

GI Sales (Nagoya/Kanto) / Atlas Copco K.K.

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Company name

Atlas Copco K.K.

Job description

Mission: Your mission will be to deliver sustainable and profitable growth with assigned customers achieve sales revenue for responsible territory. To ensure we become and remain “First in Mind, First in Choice” at the customers.

Responsibilities:? Take full responsibility on fulfill the annual sales target (order & revenue) in the territory.

? Aggressively develop the responsible territory to identify new target customers and new sales opportunities.

? Perform SWOT analysis for responsible territory market, collect information about competition, current market share, potential market volume and customers’ feedback.

? Plan and implement sales activities, such as demo, seminars, line audits, solution presentation...etc. to find out customer needs, provide solution to satisfy customer’s needs, transform opportunities to order.

? Cooperate with product marketing team in market activities and market analysis, service team to achieve customer satisfaction and finance department to improve the performance of receivable & overdue.

? Build, maintain, and strengthen good relationship with customers, distributors.

Position Requirements:

Bachelor in Business, Engineering or Marketing, 5+ years of sales experience, Good technical understanding of mechanical product and its application in various fields, Excellent communication and teamwork skills, Native Japanese speaker and business English (oral and written).

Preference will be given to candidates:Key Account Management experience.

Assembly or Semiconductor or Off-road or OEM industry background.

Willing to learn and grow by themselves, whether in business or technology

City:Nagoya or Kanto(Yokohama)

If you are interested in this position, please send your CV to: mitsuko.weaver@atlascopco.com

Email

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