



**IN OUR TOKYO OFFICE WE ARE LOOKING TO FILL THE POSITION OF  
SALES MANAGER - FORMING TECHNOLOGY** starting immediately

The remarkable pioneer spirit shown by the German founders of K.K. IRISU (ILLIES), established in 19th century Dejima-Nagasaki shortly after Japan's first cautious steps towards emergence from international isolation, has remained an integral part of the firm's values. Through combining such value with our deep understanding of the Japanese market and our close ties with globally leading technology suppliers, we continuously strive to provide the best possible solutions for our customers.

In order to continue and expand our firm's long success story, we rely on one core asset: our people. Investing into our colleagues, providing significant personal growth opportunities and creating a pleasant work experience are therefore cornerstones in K.K. IRISU's (ILLIES) operations.

A dynamic and international-minded company culture raises your interest? You would like to work in a supportive environment with motivated colleagues and the steady excitement of introducing state-of-the-art technology to our Japanese customers? Assuming responsibility for interesting projects from day one, and enjoying an unparalleled degree of flexibility in your daily work sounds promising to you? We are looking forward to hearing from you! Apply today to be part of our team, and leverage your personal growth together with us.

**YOUR TASKS:**

- Establish new and maintain existing relationship with customers through dynamic sales activities based on frequent customer visits.
- Identify current and future customer requirements, analyze competitors' presence and activities establish and implement strategic business plans that expand company's customer base.
- Elaborate commercial and technical proposals to customers, coordinate, and manage sales projects by using a CRM system.
- Negotiate and conclude contracts with customers and suppliers, and follow up of orders to final acceptance.
- Develop promotional ideas and update sales and technical knowledge by attending trade shows, workshop and events and reviewing professional publications.
- Prepare budgets, set and reach of annual sales targets.

**YOUR PROFILE:**

- Background of forming technology sales
- Expertise in forming technology: cold, semi-hot & hot-forming.
- Extensive sales experience, ideally min. 7 years.
- Experience to systematically train young staff members / subordinates.
- Ability to bridge mentalities.
- Analytic & systematic working style and team abilities.
- Communication skills in an international environment.
- Japanese native level.
- English business level.

**YOUR BENEFITS:**

Paid holiday, social insurance, holidays (Saturday, Sunday and public holiday) and transport expenses

**HOW TO APPLY:**

Please send your CV in Japanese and English by eMail to [tyo-recruiting@illies.de](mailto:tyo-recruiting@illies.de)

**K.K. IRISU (C. ILLIES & CO., LTD.)**

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