

Atlas Copco K.K. Motor Vehicle Industry Regional Sales

2018-11-05 22:38:55

Company name

Atlas Copco K.K.

Job description

Job description

Responsible for all sales activities, from prospecting through to close, in an assigned region or defined set of accounts. Develops and implements an agreed upon regional plan which will meet the business goals of increasing sales to the customer base and improving customer satisfaction.

[illegible]

Mission

- Identifies the business line position within the region – Market Share, Net Invoiced Sales, Strengths-Weaknesses-Opportunities-Threats (SWOT), and Competition;

- ????????????????? – ?????????????????????(SWOT) ??? ? – ?????

- Utilizes the Atlas Copco Customer Prospecting System to identify new customers in the region;

- ???

Experience requirements

2+ years of experience in business to business sales and customer relations management (preferable)

2????????????????????

2+ years of experience in managing distributors (preferable) 2????????????????????

Email

akiko.watanabe@jp.atlascopco.com