

VI-grade Japan Ltd
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Job Title:

Enterprise Sales Manager Japan

Reports to:

Country Manager, Japan

Primary Location:

Tokyo office

Job Status:

Full-time

Company Overview:

VI-grade is the leading provider of best-in-class software products and services for advanced applications in the field of system level simulation. Together with a network of selected partners, VI-grade also provides revolutionary turn-key solutions for static and dynamic driving simulation. Established in 2005, VI-grade delivers innovative solutions to streamline the development process from concept to sign-off in the transportation industry, mainly automotive, aerospace, motorcycle, motorsports and railways. With office locations in Germany, Switzerland, Italy, UK, Japan, Japan, and the USA, and a worldwide channel network of more than 20 trusted partners, VI-grade is a dynamic and growing company with a highly skilled technical team.

Since September 2018 VI-grade is part of <http://www.spectris.com>. Spectris is a FTSE 250 listed global conglomerate with 2017 sales over \$2B and 9,800 employees. The firm conducts business in four major segments: materials analysis, test & measurement, in-line instrumentation and industrial controls and serves a broad range of industries ranging from pharma, and electronics, to automotive, energy, mining, and aerospace.

Job Overview:

Do you want to play a key role in helping Automotive companies win the Zero Prototype Challenge? Are you an experienced sales executive thriving when selling complex solutions to senior management then this opportunity might be right for you.

Responsibilities and Duties:

- Responsible for VI-grade Driving Simulator and HiL Solution sales to Japanese Automotive OEM's and sub-suppliers
- In coordination with local and global colleagues, form and execute sales strategies for selected key accounts in Japan
- Promoting products and solutions to meet the market's needs
- Managing opportunity pipeline and forecasting.
- Participate in setting sales goals with company management in accordance with the company's overall sales objectives
- Assure compliance with company's policies

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Qualifications:

Proven track-record of enterprise sales within the automotive industry is required. Good understanding of the industries key players, challenges and technologies.

Knowledge and understanding of at least one of the following applications are required:

- Software and hardware business in automotive industry
- HiL business in automotive industry
- Multi-disciplinary software and hardware technology
- Ride & Handling
- NVH (Noise, Vibration and Harshness)
- ADAS/AD

The candidate will have experience in several of the following areas:

- Over 10 years experiences as the sales in automobile industry
- University degree (or similar) in engineering
- Strong engineering and commercial background
- Value- and ROI-based enterprise sales
- Consultative and solution-based sales
- Ability to present for and interact with C-level executives
- Good customer and industry network in target market
- Track record in driving a transparent and ethical culture

Personal Skills

- Professional proficiency in English and native Japanese is required
- Good IT knowledge (MS Office Excel, PowerPoint, Word and CRM)
- Good communication, negotiation and interpersonal skills
- Independent with strong self-organizational and planning skills
- Ability to work in multi-discipline and international teams
- Planning and prioritizing work to meet commitments and consistently achieving results

To Apply:

To apply, go to https://spectris.wd3.myworkdayjobs.com/GBK_Careers/job/Tokyo-JP/Enterprise-Sales-Manager-Japan_8169