



Job Description: Sales Specialist – Japanese Market

职位描述：销售专员-日本市场

Full Time – Shenzhen, China

全职 – 中国深圳

Job Details:

New Vision Display is seeking a Sales Specialist for the Japanese market. This position is based out of NVD's Shenzhen, China office and reports directly to the Director of Sales for Asia.

Candidates must have a minimum of 3 years' B2B sales experience for LCD and touch products. Sales experience within the automotive industry (CTPs & LCDs) is also desired. Candidates must be fluent in both Japanese and Chinese (written and spoken), and have a working knowledge of English.

This Sales Specialist will manage a dramatically growing business that is already selling to significant worldwide recognizable brands. The opportunity for further growth is exponentially larger than the current footprint, and will be rewarded with an excellent bonus structure.

Candidates must also be able to travel.

Responsibilities:

- Generate new leads and aggressively grow sales within Japanese market
- Develop and manage customer relationships to ensure high satisfaction and retention
- Define NVD's business priorities based on rapidly changing market and technology
- Work closely with entire value chain to ensure budgetary growth
- Track sales details and provide regular reports to senior management

工作介绍

New Vision Display 正为我们的日本市场寻找一位销售专员。职位基于 NVD 的中国深圳部门，直接向亚洲区销售总监汇报。

求职者必须要有最少三年 LCD 与触摸屏产品企业业务销售经验，需要有车载行业内（CTPs & LCDs）的销售经验。求职者必须拥有流利的中文与日文书面/口语能力，良好的英文工作知识。

销售工程师将管理一个正在迅速发展的，已经在向全球知名品牌销售的业务。业务进一步增长的机会与空间比起目前的足迹将大的多，并将拥有更好的奖金结构。

求职者必须可以出差。

职位职责:

- 开拓新的市场，在日本市场上积极扩大销售
- 开发和管理客户关系，以确保客户高的满意度和保留度
- 基于快速变化的市场和技术明确 NVD 的优先级业务
- 与整个价值链密切合作，确保预算增长
- 跟踪销售细节并定期向高级管理层汇报



Desired Skills and Expertise:

- Minimum 3 years' B2B sales experience of LCDs and touch screens
- B2B sales experience within automotive industry also desired
- Fluent in written/spoken Japanese and Chinese
- Proficiency in written/spoken English
- Ability to manage a launch, coordinating activities with all related partners
- Experience managing and closing complex sales-cycles
- Excellent communication and presentation skills
- Ability to travel

需要的技能和专业知识:

- 最少三年 LCD 与触摸屏产品企业业务销售经验
- 需要有车载行业内企业业务销售经验
- 拥有流利的中文与日文书面/口语能力
- 熟练的英文书面和口语能力
- 拥有掌控发展和协调与所有相关合作者活动的的能力
- 管理和关闭复杂销售周期的经验
- 出色的沟通和表达能力
- 可以出差

New Vision Display is a U.S.-based global leader in manufacturing LCD, touch sensor, glass cover lens and screen protector products for small and medium-sized applications in the industrial, consumer, medical and automotive markets. NVD has over 3,000 employees worldwide with factory locations in China. Sales and Technical Support teams are located across the USA, Europe, and Asia to offer skilled local support to customers.

NVD's expertise includes passive and active matrix liquid crystal displays, OLED displays, projected capacitive touch technology, and chemical strengthening of glass for cover lens and aftermarket screen protectors. NVD is a one-stop solutions partner for display and touch modules and periphery, providing full-service product design, new product introduction, precise manufacturing, logistics and local support.

NVD has a strong reputation in the industry of offering innovative solutions, superior quality products, and excellent service to customers. NVD provides an energetic, respectful and positive working environment with competitive pay, excellent benefits and opportunities for growth.

Interested applicants should send resume and cover letter to:

GregorySmith@newvisiondisplay.com