



Global Account Manager, Automotive Business (12-25M YEN)

international company, flexible,

Job Information

Hiring Company

NVIDIA GK

Subsidiary

Nvidia

Job ID

1462775

Division

Sales

Industry

Other (IT, Internet, Gaming)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

12 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

May 9th, 2024 01:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Our work is at the center of the most consequential mega-trends in technology - virtual reality, artificial intelligence and self-driving - and there has never been a more exciting time to join our team. NVIDIA's World Wide Field Operation Group is looking for a Senior Account Manager in Tokyo, Japan for supporting Automotive business.

What you'll be doing:

- Enthusiastically grow Japanese Automotive account business with our DRIVE and data center products
 - Balance distributor, channel and Partners
 - Matchmaking and bridge global end customers with embedded and enterprise system partners
 - Develop outstanding strategic relationships with customers' R&D and procurement teams in order to understand customers' system architecture, existing solutions, development plans and competition
 - Develop new opportunity pipelines and drive design wins
 - Understanding and guide delivery of NVIDIA value proposition, key features, product messages, positioning
 - Engage appropriate NVIDIA resources as part of a virtual sales team
 - Provide market and partners feedback to product teams to drive strategic alignment
 - Provide projects pipeline, forecast and accounts update periodically
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Required Skills**What we need to see:**

- Over 10 years at Automotive product and sales experience
 - 3+ years of leadership experience
 - Successful experience with Japanese Automotive companies
 - Executive-level sales knowledge and experience
 - Excellent both English and Japanese / communication / presentation skills
 - Good organization ability / proactive
 - Data Center business experience is a plus
 - Distributor and channel management experience is helpful
 - Familiar with AI DL, Embedded environments is a plus
 - Education: BS EE, Computer science is plus
 - Strong customer relationship skills
 - Ambitious, inventive, market savvy, creative thinking
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Company Description