

「プロだからわかる、あなたのスキルが活躍の場所」  
60以上の業界・職種に特化した専門チームがサポート

Robert—  
Walters

## 【英語を活かす】Global Account Director

物流会社にて、Global Account Directorの求人がございます。

### Job Information

**Recruiter**

Robert Walters Japan (ロバート・ウォルターズ)

**Hiring Company**

グローバル物流企業

**Job ID**

1528050

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

5 million yen ~ 8 million yen

**Work Hours**

お問い合わせください

**Holidays**

完全週休2日制, 土日祝日休み, 有給休暇

**Refreshed**

May 16th, 2025 14:01

### General Requirements

**Career Level**

Executive

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

An international transport company is looking for a Global Account Director. The qualified applicant will identify target customers based on potential, company service fitness, relationships, and focus on multinational companies.

An international transport and logistics company. This organisation offers a variety of shipping and delivery services to clients across the globe. Operating across dozens of countries, they continue to be a powerful player in the international logistics world.

**Keywords:**

Job Ref: ZBHV8S

**Responsibilities:**

- Strategise for targeted accounts, aligning opportunities with customer expectations
- Lead qualification of company as an approved provider and establish agreements
- Build partnerships with decision makers and key influencers at target customers
- Collaborate with account management and operations globally for service delivery
- Manage escalations and develop effective action plans
- Organise and lead regular business reviews
- Engage divisional management for customer sponsorship and resource allocation
- Provide stakeholders visibility of account activities and performance
- Communicate effectively in a global environment, guiding operations and management

**Requirements:**

- Bachelor's degree or above in a relevant domain
- More than 5 years of experience in freight forwarding
- Ability and willingness to travel internationally
- Native level Japanese; business level English

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**Company Description**

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.