

**MichaelPage**

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## Account Manager

### Account Manager

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1534847

**Industry**

Machinery

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 10 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

May 7th, 2025 01:00

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

The company is recruiting for an Account Manager to join their energy sales team, who will be responsible for nurturing client relationships and driving sales growth in Tokyo.

**Client Details**

This opportunity comes from a large organization in the industrial / manufacturing sector, recognized for its leading-edge technology and sustainable solutions. Headquartered in Tokyo, the company is committed to fostering an environment of innovation and has a diverse, international workforce.

**Description**

- Building and maintaining long-term relationships with clients

- Developing a deep understanding of customer needs and requirements
- Expanding our customer base and actively seeking new sales opportunities
- Setting and tracking sales targets for the team
- Collaborating with internal teams to ensure customer satisfaction
- Reporting on sales results to senior management
- Participating in industry events and conferences
- Keeping abreast of new product offerings and market trends

#### **Job Offer**

- Comprehensive benefits including commute allowance, social insurance, and health insurance
- A hybrid work model offering flexibility and work-life balance, up to three times work-from-home per week
- An inclusive, diverse and innovative company culture
- Opportunities for career growth and professional development

Join our team and contribute to a forward-thinking, sustainable future in the industrial and energy industry. Apply now and let's build success together in Tokyo!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

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#### **Required Skills**

A successful Account Manager should have:

- A degree in Business Administration, Marketing or related field
- Prior experience in a sales or account management role
- Knowledge of the industrial / manufacturing industry
- Strong negotiation and leadership skills
- Proficiency in English and Japanese
- Excellent communication and interpersonal skills
- Proficiency in CRM software and Microsoft Office Suite
- Ability to manage multiple accounts effectively

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