



## Key Account Manager in Japan // Leading global designer and man...

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### Job Information

**Recruiter**

JAC Recruitment Co., Ltd.

**Hiring Company**

非公開

**Job ID**

1537590

**Industry**

Electronics, Semiconductor

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Osaka Prefecture

**Salary**

6.5 million yen ~ 9 million yen

**Work Hours**

09:00 ~ 18:00

**Holidays**

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 夏季休暇 年末年始

**Refreshed**

May 1st, 2025 16:03

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

【求人No NJB2275567】

Job Accountability (Top 5)

Develop the territory sales plan and key account planning for the assigned sales region.

Achieve the sales revenue target (annual basis) assigned by the sales management.

Achieve the new project acquisition target (annual basis) assigned by the sales management.

Support the sales growth of the authorized distributor in the assigned sales region.

Use Salesforce for customer relationship management and for sales reporting.

#### Required Competency (Top 5)

Value Selling: Have extensive knowledge in sales skills. Be able to present the best solution to the customers with proper commercial package. Achieve the higher hit rate than the average.

Account Mapping and Prioritization: Have deep understanding about the competition the internal resource and the growth potential of her accounts (scope) precisely size the business target and map the best suitable opportunities for Southco.

Customer Management: Understand the pain points and needs of the customers well. Be able to leverage the internal resources to respond the customers and to lead the team to follow customers' requirement for better customer satisfaction.

Effective Communication: Builds effective relationship with team members leaders and/or customers by communicating with honesty and consistency. Communicates with convictions and clarity in the face of challenging discussions and decisions.

Product Knowledge and Demonstration Skills: Expert of the key products of her scope knowing very well about the applications of her customers. Be able to coach the sales engineers.

#### Qualifications (Top 5)

5 years plus experience in key account management role in manufacturing industries.

Business English being fluent.

Bachelor's degree in engineering or business management.

Interpersonal skills (have leadership experience will be a plus) .

Be willing to travel frequently (more than 50% of the time)

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#### Required Skills

Relevant work experience required.

Over 5 years less than 15 years

Relevant industry experience required.

Similar experience with Southco Product

Manufacturing industry etc

Candidate with below capability will be prioritized.

Engineering background

Diverse industry experience (e.g. Chemical semi conductor power medical etc.)

Strong soft skill including quick learning cross cultural communication stakeholder engagement etc.

Mature ambitious deep understanding about JP market and also have global experience

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#### Company Description

ご紹介時にご案内いたします