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## Key Account Manager - Plastics for Automotive

### Account Manager-Plastics for Automotive

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1538502

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 10 million yen

**Refreshed**

May 4th, 2025 10:00

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

Our client is seeking an experienced Key Account Manager to join our team in the automotive sector. This role is responsible for managing and growing relationships with key automotive clients, providing tailored solutions, and driving business growth in the automotive market.

#### Client Details

A global leader in the development and production of high-performance polymers and resins, with over 100 years of industry experience. Founded in North of Europe, it has grown to become a key player in industries such as automotive, electronics, and consumer goods.

#### Description

- **Account Management:** Build and maintain strong relationships with key automotive clients, ensuring customer satisfaction and business growth.
- **Customer Support:** Collaborate with internal teams (R&D, production, logistics) to ensure efficient delivery of products and services.
- **Market Analysis:** Monitor industry trends and competitor activities, and align strategies with company goals.
- **Negotiation and Contracting:** Lead contract negotiations, ensuring profitable agreements while maintaining strong

client relationships.

- **Collaboration:** Work with cross-functional teams, including sales, marketing, and product development, to implement strategies and solutions that drive growth.

#### Job Offer

- **Career Growth and Development:** Join a well-established global leader with a long history of innovation and stability, offering opportunities for personal and professional growth.
- **Impactful Role:** Take ownership of key automotive accounts and work on strategic projects that drive business growth in the automotive sector.
- **Collaborative Work Environment:** Work closely with cross-functional teams, including R&D, production, logistics, and marketing, to deliver tailored solutions to clients.
- **Competitive Compensation:** Salary based on experience, with potential for performance-based incentives.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuka Kawase on +813 6627 6068.

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#### Required Skills

- **Experience:** Proven experience in automotive sales or account management, ideally in plastics or polymers.
  - **Language:** Business-level proficiency in Japanese is required; English is a plus.
  - **Skills:** Strong communication, negotiation, and relationship-building abilities. Ability to work effectively with cross-functional teams.
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#### Company Description

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