

MichaelPage

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Account Executive - Connector Products

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Job Information

Recruiter

Michael Page

Job ID

1543827

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5.5 million yen ~ 8 million yen

Refreshed

June 9th, 2025 11:31

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Account Executive will play a pivotal role in managing and growing business relationships within the industrial and manufacturing sector. This position focuses on driving sales and building long-term partnerships with key clients to achieve business objectives.

Client Details

The employer is a well-established organisation within the industrial and manufacturing sector. They maintain a focused and specialised approach to delivering high-quality products and services to their clients.

Description

- Develop and execute sales strategies to meet revenue targets in the industrial and manufacturing sector.
- Maintain strong relationships with existing clients while identifying opportunities for growth.
- Act as the primary point of contact for client communication and issue resolution.
- Collaborate with internal teams to ensure the timely delivery of products and services.
- Prepare and deliver compelling sales presentations to key stakeholders.
- Maintain accurate records of client interactions and sales activities in CRM systems.
- Provide regular updates and reports to management on sales performance.

Job Offer

- Competitive annual salary ranging from ¥5500000 to ¥8000000.
- Supportive work environment with a focus on professional growth.
- Comprehensive benefits package to support work-life balance.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

A successful Account Executive should have:

- A degree in business administration, sales, marketing, or a related field.
 - Proven experience in account management or sales, preferably in the electronics sector.
 - Strong communication and negotiation skills.
 - Proficiency in CRM tools and Microsoft Office Suite.
 - Ability to work independently and manage multiple priorities effectively.
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Company Description

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