

MichaelPage

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Account Manager - Connector Products (Osaka)

Account Sales - Connector Products

Job Information

Recruiter

Michael Page

Job ID

1552640

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

6 million yen ~ 8 million yen

Refreshed

July 23rd, 2025 10:25

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

The role of Account Manager involves managing client relationships and driving business growth within the industrial and manufacturing sector. Based in Osaka, this position offers an exciting opportunity to contribute to sales success through effective account management and strategic initiatives.

Client Details

This small-sized organisation operates in the industrial and manufacturing sector with main products as connectors, offering innovative solutions to its clients. They are known for their commitment to operational excellence and fostering a results-driven environment.

Description

- Develop and maintain strong relationships with key clients within the industrial and manufacturing industry.
- Identify new business opportunities to expand the client portfolio and achieve sales targets.
- Prepare and deliver compelling sales presentations to prospective and existing clients.
- Collaborate with internal teams to ensure the timely delivery of client solutions and services.
- Monitor market trends and provide insights to support strategic planning and decision-making.
- Negotiate and close contracts to meet company objectives and customer satisfaction.

- Regularly update sales reports and provide feedback to management on account performance.
- Represent the company at industry events and trade shows to promote services and products.

Job Offer

- A competitive salary ranging from JPY 6000000 to JPY 8000000 annually.
- Opportunities for career growth within the industrial and manufacturing sector.
- The chance to work in a results-driven and collaborative environment.

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 Manager should have:

- A strong background in sales within the industrial or manufacturing industry.
- Proven ability to build and maintain client relationships effectively.
- Excellent communication and negotiation skills to close deals successfully.
- A results-oriented mindset, with the ability to meet and exceed sales targets.
- Strong analytical skills to identify market opportunities and trends.
- Proficiency in using CRM tools and other sales-related software.
- A proactive approach to problem-solving and decision-making.

Company Description

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