



Account Manager

Job Information

Hiring Company

CommScope Japan K.K.

Job ID

1555551

Industry

Communication

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

(Almost) All Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shinagawa-ku

Salary

Negotiable, based on experience

Refreshed

January 14th, 2026 06:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Who We Are:

For more than 85 years, ANDREW® has driven the evolution of wireless ecosystem technology. Today, we remain focused on moving the industry forward, providing mobile network operators and enterprise customers with simple, efficient and sustainable wireless solutions that advance seamless connectivity both outside and indoors.

You Will Make an Impact By:

- Assesses market opportunities and develops business plans to meet revenue objectives.

- Meet assigned financial objectives, including the achievement of product / solution sales goals for assigned territories and/or accounts.
- Developing account relationships at all levels including senior executives.
- Handle the execution of the complete sales cycle, from generating sales leads till qualifying the required resources for solution development negotiating and closing.
- Responsible for revenue and demand forecasting, account planning, project planning and other administrative tasks to grow assigned business profitability.
- Mentoring and counseling assigned distributor and installer partners in the field.
- Coordinating with the field application engineering team to understand customer's business, technology and product requirements and determine matching Andrew products, services and solutions.
- Coordinating workshop events with customers to promote products and develop leads

Required Qualifications for Consideration:

- Sales account Manager >10+ years' experience.
- This should include time spent in a technical role (i.e ideally RAN, wireless technologies) and at least five years in a Sales role.
- Experience working with or for the organizations below would be preferred:
- Japan operators (KDDI, NTT Docomo a preference)
- Multi-national or Japanese OEM radio vendors
- Good communication skills
- Proficient in understanding and presenting all products and technical information.
- Personality: Independent, Relentless, Team Player, Hunter Sales personality

You Will Excite Us If:

You come with experience working with major Operators!

Why ANDREW?

Explore exciting career opportunities at ANDREW, part of the Amphenol family. With a legacy of over 85 years in wireless innovation, we empower mobile operators and enterprises with cutting-edge solutions. ANDREW, an Amphenol company, is proud of our reputation as an excellent employer. Our focus is to provide the highest level of support and responsiveness to both our employees and our customers, the world's largest technology companies. ANDREW offers the opportunity for career growth within a global organization. We believe that our company is unique in that every employee, regardless of his or her position, has the ability to positively impact the business.

ANDREW is an "Equal Opportunity Employer" - Minority/Female/Disabled/Veteran/Sexual Orientation/Gender Identity/National Origin.

For additional company information, please visit our website at <https://www.andrew.com>.

Company Description