



PR/087029 | Account Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1565058

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

December 9th, 2025 08:01

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

A Japanese Electronics Manufacturing company in San Jose is seeking an Account Manager to oversee strategic customer accounts and drive business development. The role involves client engagement, coordination with internal teams, and support for technical sales activities. Approximately 25–49% travel across the West Coast is required.

RESPONSIBILITIES

- Manage and grow key customer accounts, ensuring high satisfaction and long-term partnerships
- Develop and execute strategic sales plans tailored to market trends and client needs
- Present technical product information and support customer design-in activities to drive new business
- Coordinate with internal teams, distributors, and sales reps to deliver timely and effective solutions
- Monitor market dynamics and provide insights to improve competitiveness and identify new opportunities

- Prepare accurate sales forecasts, activity reports, and customer communications
- Support product training and promotional activities for clients and internal stakeholders

QUALIFICATIONS

- Bachelor's degree preferred, with 3–5 years of relevant B2B sales experience, ideally in electronics or OEM sectors
- Solid understanding of electronic components and their applications
- Strong communication and interpersonal skills, both written and verbal
- Proficiency in Microsoft Office tools (Word, Excel, PowerPoint, Outlook)
- Ability to manage multiple priorities with attention to detail and follow-through
- Valid driver's license and willingness to travel for client meetings
- Experience in team supervision and familiarity with CSR practices is a plus
- Travel Required: approximately 25–49% travel across the West Coast

LOCATION San Jose, CA

EMPLOYMENT TYPE Full-Time

SALARY USD80,000-120,000

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Company Description