



【850～1440万円】Global Account Development Manager 【Automotive】

TE Connectivity Japan合同会社での募集です。 事業企画・事...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

TE Connectivity Japan合同会社

Job ID

1573495

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

8.5 million yen ~ 14 million yen

Work Hours

08:30 ~ 17:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土日 祝日 夏季休暇 ...

Refreshed

January 22nd, 2026 15:09

General Requirements

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

【求人No NJB2339956】

■General Context

Global Account Development Manager within automotive division will support business development with leading Asian automotive OEMs (e.g. Toyota Honda Hyundai Kia) .

The role supports account planning with deep architecture and application expertise helping to identify products gaps and future business opportunities to ensure a strong sales pipeline over time.

■Responsibilities

Identify and cultivate new business opportunities and markets by analyzing emerging automotive E/E architectures and applications.

Build and strengthen relationships with colleagues customers suppliers partners and vendors by engaging in networking activities attending industry events and developing a robust professional network to generate leads and foster partnerships.

Contribute to Account Plan development by working alongside the Sales team and facilitating alignment across all relevant functions.

Collaborate with Product Management to expand the product portfolio by providing market insights and customer feedback that drive product enhancements and continuous improvement (“voice of the customer”).

Conduct competitor analysis and monitor industry trends to anticipate market dynamics and identify potential risks or opportunities.

Promote knowledge exchange across regional teams to drive global innovation and alignment across product lines.

Coordinate customer specific events (e.g. in house fairs technology days) in collaboration with Sales and Product Management

【事業部の紹介】

Automotive事業部（自動車業界）

軽量化と耐久性が同時に求められる厳格な品質基準が特徴の自動車産業に、高信頼性を持つ製品をタイムリーに供給しています。自動車の安全性、信頼性に求められる技術と製品をいち早く提案するとともに、環境に配慮した人と地球に優しいモノづくりも実現させています。一人のために、そして世界中のすべての人たちのために、進化を続ける自動車の安全、快適、エコロジーをサポートしています。

Required Skills

Bachelor's degree or above in Mechanical Engineering or a related field.

Automotive Experience: Demonstrated track record with an automotive OEM Tier 1 or Tier 2 supplier.

Knowledge of Asian Automotive Market: Experienced professional with 3-5 years of sales/business development experience

Language: Japanese language at Native level and fluency in English.

Global fluency: Strong international dimension with proven capacity of working in multinational teams developing businesses.

Flexible to travel and to use the new communication tools

Special Qualifications Skills

Market Technology Insight: She/he understands industry trends competitive dynamics and emerging technologies that shape products and sales in the automotive environment.

Strategic Problem Solving: She/he demonstrates strong analytical skills and combines strategic and tactical thinking to address complex challenges.

Engaging Workstyle: She/he demonstrates excellent interpersonal and communication skills and motivates the sales team to achieve high performance.

Fluent Communication: She/he is fluent in English both written and spoken ensuring clarity across global interactions.

Company Description

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