



Key Account Manager Health Care Osaka

キューネ・アンド・ナーゲル株式会社での募集です。 営業推進・企画のご経験のある...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

キューネ・アンド・ナーゲル株式会社

Job ID

1576538

Industry

Logistics, Storage

Company Type

International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

6.5 million yen ~ 9 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】週休二日制 土 日 祝日 夏季休暇 夏季休暇4日

Refreshed

February 5th, 2026 17:00

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2218136】

Your primary objective will be to deliver against our targets for the assigned vertical by focusing on acquiring + retaining customers with innovative industry approach. You will do this by working with a variety of internal + external stakeholders while focusing on the following key objectives.

- To negotiate contracts + manage assigned accounts in accordance with agreed targets goals + our guidelines.
- To design dedicated solutions for assigned clients ensuring value is created in the process.

- ・ To ensure compliance with sales management processes providing accurate + timely updates in the customer relationship management (CRM) + sales systems.
 - ・ To proactively monitor monthly performance against defined targets intervening promptly in case of deviations.
 - ・ To create + maintain account plan (s) based on the key account planning process including sign off on the overall strategy.
 - ・ To effectively hand over + transition new business to operations ensuring customer requirements are met + commitments delivered.
 - ・ To establish sustainable partnerships with assigned customers by conducting regular business review sessions including looking into processes for continuous improvement + innovation.
 - ・ To represent us as an industry expert + build external network relations with senior management in customer organization.
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Required Skills

■フォワーディング営業の下記経験をお持ちの方

- ・ Global Contract、ならびに、複数国間の国際物流網に関わる案件に関わった経験
- ・ 海外の顧客窓口、海外支社と連携して案件を進めた経験
- ・ 最低でも数千トン単位の案件を扱った経験

■ビジネスレベルの英語力必須（頻繁なオンライン会議での交渉含む）

Company Description

◆海上運送取扱業 ◆海運代理店業 ◆海運仲立業 ◆航空運送取扱業 ◆通関業 ◆倉庫業