



## 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

1583176

#### 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

March 19th, 2026 15:20

### 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）

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## 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