



PR/087279 | Account Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1586632

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION TITLE Account Manager

POSITION SUMMARY

A company in the capital equipment industry is hiring for an Account Manager position. This organization designs and delivers advanced equipment and solutions that support highly technical manufacturing environments. The role offers the opportunity to work closely with customers across a defined region, partner with global teams, and contribute directly to long-term business growth through strategic account relationships and consultative sales activity.

RESPONSIBILITIES

- Manage major customer accounts within an assigned region
- Identify, qualify, and develop new sales opportunities within existing and prospective accounts
- Build and execute comprehensive sales strategies to secure new business and expand market presence

- Coordinate customer visits, demonstrations, and benchmark activities with technical centers, factories, and internal teams
- Maintain ongoing communication with customers regarding current programs, future needs, and system enhancements
- Support system deliveries, follow up on customer issues, and collaborate with customer support teams to ensure high service levels
- Prepare sales reports, forecasts, system configurations, and quotations while maintaining an up-to-date customer database

QUALIFICATIONS

- Two or more years of experience in sales and account management
- Background in capital equipment sales preferred
- Experience in outside sales environments preferred
- Bachelor's degree in business, an MBA, a technical degree, or a combination of education and relevant experience
- Strong written and verbal communication skills in English
- Good mathematical ability with a high level of analytical and problem-solving skills
- Ability to exercise independent judgment, manage complex information, and draw sound conclusions
- Proficiency with common business software tools such as word processing, spreadsheets, and presentation software

WORKSTYLE Onsite

EMPLOYMENT TYPE Full-Time

SALARY USD 120,000 - 160,000

BENEFITS Medical, dental, vision, 401K and others

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Company Description