



PR/087334 | Account Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1591187

Industry

Other

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 10:36

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

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

This role offers the opportunity to build strong customer relationships, influence product development through market insights, and contribute directly to sales growth in a design-focused and customer-driven environment.

RESPONSIBILITIES

- Drive sales growth by managing existing customer accounts and developing new business opportunities within assigned markets
- Deliver end-to-end sales support including presentations, sample development, order coordination, production scheduling, and post-sale follow-up
- Maintain close communication with customer teams across purchasing, quality, research and development, design, and logistics to ensure smooth execution from pre-production through delivery

- Develop and execute sales strategies while strengthening long-term customer satisfaction through consistent quality and service
- Prepare sales reports, quotations, contracts, and business correspondence while representing products at customer visits and trade shows through domestic and international travel

QUALIFICATIONS

- Bachelor's degree or equivalent professional experience
- At least two years of outside sales and marketing experience
- Demonstrated ability to develop and execute effective sales and marketing strategies
- Strong self-motivation with excellent communication and organizational skills
- Ability to drive a personal vehicle for business purposes
- Willingness to travel within the United States and internationally
- Basic proficiency with computer systems and standard business applications

LOCATION Remote in Detroit, Michigan Area

EMPLOYMENT TYPE Full-Time

SALARY USD 75,000-80,000

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Company Description