

PR/087579 | Key Account Manager(m / f / d) - Automotive Safety Products

Job Information

Recruiter
JAC Recruitment Germany

Job ID
1609835

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Germany

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 15:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company and Job Overview
A global Japanese manufacturer operating across the materials, chemicals, and automotive sectors is seeking a Key Account Manager (m/f/d). Leveraging expertise developed through its diversified industrial businesses, the company has established itself as a leading supplier of automotive safety components, serving major vehicle manufacturers and Tier 1 suppliers worldwide.

Job Responsibilities
Manage sales and marketing activities for Safety SBU products, including RFQ management, pricing, customer negotiations, and coordination with internal stakeholders.
Prepare and manage sales budgets, forecasts, and performance tracking.
Act as a key liaison between customers, headquarters in Japan, and global group companies.
Prepare monthly business reports, presentations, and other internal/external documentation.

Job Requirements
Minimum 5 years of sales experience within the automotive industry
Experience managing automotive RFQ (Request for Quotation) processes through production launch (SOP)
Business-level proficiency in German, English, and Japanese
Experience negotiating with European customers and business partners
Proven track record of driving business growth and achieving significant sales expansion
Strong analytical and presentation skills using Microsoft Excel, PowerPoint, and related tools
Experience working for a Japanese company
Self-driven and proactive working style with strong initiative
Ability to work independently without close supervision
Strong problem-solving mindset and continuous improvement orientation
Flexibility and willingness to take ownership of business challenges

Benefits & Others
Full-time, permanent position
Working hours: Monday to Friday, 9:00–18:00 (40 hours/week)
Location: Near Frankfurt
Remote work available 2–3 days per week

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description