

Advisor Customer Business Unit Program Management ※フルリモート勤務※

セレスティカ・ジャパン株式会社での募集です。 アカウントエグゼクティブAE（営...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
セレスティカ・ジャパン株式会社

Job ID
1613383

Industry
Electronics, Semiconductor

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - Other Areas

Salary
7.5 million yen ~ 10 million yen

Work Hours
09:00 ~ 18:00

Holidays
【有給休暇】有給休暇は入社時から付与されます 年次有給休暇　20日（入社月に応じて案分付与）、入社日に付与 医療看護休暇　5日...

Refreshed
November 13th, 2026 23:00

General Requirements

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2409286】
Detailed Description:

Performs tasks such as but not limited to the following:
・Responsible for customer account profitability; forecasting planning and monitoring efficiency and execution of strategies by working closely with a factory.

・Strong participation in pricing/bid preparation and the development and management of contract terms.
・Manages and monitors customer satisfaction day to day and formally（customer surveys self assessments complaint management problem resolution satisfaction management）.
・Communicates frequently with customers to help ensure satisfaction with the company and the products.
・Co ordinates regular program tracking meetings with the customer and internal account team members to ensure ongoing communication and up to date progress/status reporting occurs.
・Works with cost engineering finance and SCM staff to coordinate efforts to analyze costs and price variances.
・Working independently and also collaboratively with other cross functional teams to develop customer strategies bids proposals and presentations. and to drive new business opportunities.
・Works with more senior Business Development team members to develop bids proposals and presentation packages for customers.
・Leads and coordinates quotation activities for assigned customersS working with internal stakeholders to develop competitive commercial proposals.
・Works with the Marketing group to research and summarize information relating to a specific customer’s market strategies and direction market share strengths weaknesses and competition. Aim to be the strategic CM partner for the customer.
・Arranges and coordinates details pertaining to customer visits and audits（including confidentiality agreement activity visit preparation and logistics）.
・Completes customer submitted surveys self audit forms and information requests.
・Tracks and presents win/loss analysis for customers.
・Performs customer forecast rollups for the sites.
・Collects reviews and analyzes customer data and market intelligence from all sources.

Required Skills

【Knowledge/Skills/Competencies】
・Excellent communication skills in Japanese and English（both verbal and written）.
・Strong business acumen interpersonal and time management skills.
・Strong interpersonal skills and ability to effectively communicate with a wide variety of internal and external customers.
・Ability to effectively lead and motivate a diverse group of employees to achieve high production within tight time deadlines
・Ability to manage multiple detailed projects to a successful end while working under tight time deadlines.
・In depth knowledge of product pricing contracts and contract negotiations.
・Thorough understanding of business risks and price make up（Value add and Materials）
・Some background in complex problem management and resolution
・Excellent customer contact negotiation and problem resolution skills.
・Ability to function independently and as a member of a team.
・Some background in complex problem management and resolution
・Strong administration prioritization and coordination skills.
・Knowledge of Microsoft Office and Google Suite
・Good presentation database management and computer skills.

【Typical Experience】
・Three to five years of relevant experience.
・Experience working with Hyperscaler and Enterprise customers

【Typical Education】
・Bachelor’s degree in Engineering field is preferred or consideration of an equivalent combination of education and experience.

Company Description

電子機器設計、製造受託サービス（EMS）