

Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Tier 1 Automotive Supplier

Job ID
1617177

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ Negotiable, based on experience

Refreshed
November 12th, 2026 01:00

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
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

[Key Responsibilities]

Develop and execute strategic business plans
Introduce new technologies and solutions to customers
Gather customer requirements and coordinate with relevant internal departments
Drive new business acquisition and support RFQ activities
Collaborate closely with internal engineering, development, quality, and manufacturing teams
Lead project activities in partnership with production and business units
Coordinate sales activities with global teams and international stakeholders
Manage commercial activities throughout the product lifecycle, including quotations, pricing, contract negotiations, and ongoing account management
Support business growth through customer relationship development and market analysis

This role involves frequent communication with global teams and customers, requiring regular use of English in meetings, presentations, emails, and other business interactions.

Employee Benefits:
・High attractive salary
・Commutation allowance
・Housing allowance
・All social insurances covered
・Salary review yearly

Required Skills

[Required]
・B2B sales experience in the automotive industry (approximately 3 years or more)
・Japanese communication skills at a native-level
・Strong ability to collaborate in a team

[Preferred]
・B2B sales experience in the automotive interior industry
・High English communication skills (experience with daily phone calls, emails, and meetings in English)
・Experience working abroad

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.