

Sales Account Manager for Industrial/Mass Market

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Leader in Semiconductor Solutions for Connected and Intel

Job ID
1618892

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ Negotiable, based on experience

Refreshed
November 19th, 2026 08:00

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

As a Sales Account Manager for Industrial/Mass Market, you will be responsible for managing key industrial accounts in Japan and driving business growth through strategic customer engagement and solution-based sales.

Working closely with customers, application engineers, partners, and internal stakeholders, you will identify new opportunities, develop account strategies, and strengthen long-term customer relationships while achieving sales targets and business objectives.

■Key Responsibilities
-Manage and grow key industrial customer accounts in Japan.
-Develop and execute account plans to achieve sales and revenue targets.
-Manage sales pipelines, forecasting, and opportunity tracking through CRM systems.
-Identify customer challenges and propose appropriate semiconductor solutions.
-Build strong relationships with decision-makers and executive stakeholders.
-Coordinate internal resources and partners to deliver the best customer solutions.
-Drive new business opportunities and expand existing customer engagements.

-Monitor market trends and customer requirements to support business growth.

Employee Benefits:
-Competitive compensation package
-Performance-based incentive program
-Seasonal allowance program
-Annual salary review
-Permanent employment
-Comprehensive social insurance coverage
-Opportunity to work with industry-leading semiconductor technologies
-International and collaborative working environment
-Professional development and career growth opportunities
-Exposure to global customers, partners, and technology initiatives
-Smoke-free workplace
-Overtime typically ranging from approximately 0?30 hours per month

Required Skills

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Company Description

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