

Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Automotive Tier 1 Supplier

Job ID
1618913

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 5th, 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

Position Summary

Support and develop key customer accounts for a global automotive safety systems supplier, covering passive safety products such as airbags, seat belts, and steering wheel systems. The role is responsible for managing customer-facing commercial activities, coordinating RFQs and quotations, and driving program execution in line with business objectives.

Key Responsibilities

Manage commercial activities throughout the product development lifecycle, from RFQ through mass production
Support business development and new program acquisition activities for assigned automotive customers
Coordinate quotations and commercial proposals with cross-functional teams, including engineering, finance, operations, and product management
Support negotiations related to pricing, delivery schedules, commercial terms, and program changes
Drive customer action items and ensure timely internal follow-up and execution
Prepare sales presentations, business proposals, and customer-facing materials

Maintain strong customer relationships and facilitate effective communication with internal and external stakeholders
Support profitability improvement initiatives and sales performance objectives
Coordinate prototype-related activities, including quotations, delivery tracking, and customer communication as required

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

Required Skills

Your Profile
Bachelor’s degree in Engineering, Business Administration, or related field
Minimum 5 years of sales or account management experience within the automotive industry (T1 suppiler)
Experience working with Japanese OEM customers preferred
Strong communication, coordination, and execution skills
Ability to manage multiple tasks and drive actions in a fast-paced environment
Hands-on mindset with strong ownership and follow-up capability
Ability to work effectively in a cross-functional and multicultural organization
Business-level English and Japanese communication skills required

Company Description

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