

Sales Account Manager - Nuclear

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
A leading global energy technology company driving the energy tr

Job ID
1618947

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 5th, 2026 00:00

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 sales strategies for complex, long-term service agreements, including proposal development, pricing, contract negotiations, and risk management.
Drive business growth with utility customers in Japan by identifying and delivering tailored products and service solutions.
Build and maintain strong relationships with key stakeholders, including senior executives, plant leadership, and project teams.
Lead customer engagement activities, resolve commercial issues, and support long-term account development.
Prepare and deliver proposals, presentations, and commercial negotiations in line with company standards.
Achieve sales and pipeline growth targets through strategic account management.
Support the development of commercial strategies to increase revenue, profitability, and market share.
Maintain and improve contract frameworks, CRM processes, and sales tools to enhance customer engagement and forecasting accuracy.
Monitor market trends, competitor activities, and customer feedback to support business growth and strategic decision-making.

Employee Benefits:
Health Insurance Employees' Pension Employment Insurance Industrial Injury Insurance

Required Skills

Required Qualifications
Bachelor’s degree or higher.
10+ years of experience in the nuclear industry, either in:
Sales, with a strong track record of pipeline management and order conversion, or
Nuclear plant operations, maintenance, or service delivery.
Experience managing sales pipelines, contract negotiations, and long-term service agreements.
Strong communication and stakeholder management skills in both Japanese and English.
Willingness to travel regularly across Japan and internationally as required.
Eligible to work in Japan and the United States and able to access export-controlled technologies.
Preferred Qualifications
MBA or advanced degree in Engineering.
Strong understanding of nuclear power plant operations, maintenance, and fuel cycle activities.
Established relationships with Japanese utilities, including headquarters and plant-site stakeholders.
Experience supporting or selling nuclear power plant projects.
Knowledge of commercial contracts, terms & conditions, and legal considerations.
Familiarity with Japan’s nuclear industry organizations and key stakeholders.
Leadership, process improvement, and Lean methodology experience.
Ideal Candidate
A senior nuclear industry professional who can drive business growth with Japanese utilities.
Experienced in managing the full sales cycle, from relationship building and proposal development through contract negotiation and project award.
Possesses a strong network within the Japanese nuclear sector and can engage effectively with senior decision makers.
Comfortable working in a global environment and collaborating with international teams in English.

Company Description

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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.

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