

Key Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Renewable Energy Company

Job ID
1618951

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 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

【Sales Strategy】
Formulate sales targets, customer-specific sales forecasts, and evaluate company market positioning for PV module sales
Contribute to Company growth by planning and executing initiatives to achieve and exceed sales targets
Contribute to the development and maintenance of PV module sales strategies within the Module Sales Department
Monitor industry trends and existing/potential customer conditions regarding the applicability of CSI technologies, and report findings internally
【Sales Activities & Customer Management】
Build relationships with distributors, EPC companies, and IPP owners within the PV industry
Create business opportunities with potential customers and manage related projects/opportunities
Plan, coordinate, and execute overall sales activities including customer visits, presentations, demonstrations, participation in exhibitions/conferences, and responses to RFI/RFQ requests
Manage business relationships with designated customers, including customer satisfaction, contract negotiations, issue management, and solution development

Report on PV module sales progress, sales pipelines, and new customer development activities
【Market Analysis & Branding】
Enhance CSI's market recognition and reputation as a PV module supplier
Collect market intelligence on competitor products, pricing, and sales channels
Stay updated on industry trends and the company's competitive advantages
Participate in the preparation of sales materials and brochures and support the market expansion of CSI PV modules
【Internal Collaboration & Other Responsibilities】
Work closely with technical and operations teams throughout the sales process
Perform other duties as assigned by management

Employee Benefits:
Employee Welfare

Social Insurance (Health Insurance, Employees' Pension, Employment Insurance, Workers' Compensation)
Annual Paid Leave
Maternity / Childcare Leave
Benefits provided in accordance with Japanese labor laws.

Required Skills

Education & Training Bachelor's degree or equivalent required (MBA preferred)
Skills & Abilities ? Excellent verbal and written communication skills
Excellent presentation skills, both written and verbal skills
Experience working in an international business environment and strong interpersonal skills
Ability to work under pressure and achieve sales targets and KPIs
Team player
Self-motivated and proactive
Knowledge & Experiences ? Minimum 3 years of B2B sales experience
Experience in the renewable energy industry, especially photovoltaic (PV), is preferred
Languages ? Native-level Japanese
Business-level English communication skills preferred

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.

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