



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

October 22nd, 2026 17:52

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

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します。

?

We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

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