

Account Manager Senior - RFID

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
A top-tier in the manufacturing technology industry

Job ID
1619550

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
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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

■ Overview:
We are a community of innovators who come together to create new ways of working. United by curiosity and a culture of caring, we develop smart solutions that anticipate our customer’s and partner’s needs and solve their challenges.

Being a part of this company means you are seen, heard, valued, and respected. Drawing from our unique perspectives, we collaborate to deliver on our purpose. Here you are a part of a team pushing boundaries today to redefine the work of tomorrow for organizations, their employees, and those they serve.

You'll have opportunities to learn and lead in a forward-thinking environment, defining your path to a fulfilling career while channeling your skills toward causes you care about ? locally and globally.

Takes ownership of assigned end-user account(s) or territory; develops and executes sales strategy for assigned account(s) or territory with manager's input; develops strong relationships with key customer contacts and leverages to the company's advantage; creates and delivers high impact sales presentations and capable of product training; often used for those with

strong technical background but limited sales experience or strong sales with limited product/market understanding. Develops and executes sales strategies with minimal input from manager for a higher level of financial responsibility; proactively sells solutions encompassing a wide range of products or services; as required leverages relationships with other business units and/or external partners to deliver solution; Develops strong relationships with key decision makers and influencers; Initiates and leads customer presentations and value proposition creation.

■ Responsibilities:
Knowledge/Expertise
- Technical Skills - Uses advanced domain/solutions knowledge to competitive advantage
- Knowledge - Provides input into development of business products/services; understands and follows multi-business protocols
- Sales Skills - Develops and adapts advanced sales strategies to unique customer needs; creates customer partnerships
- Managerial Skills - Often leads others in their development; provides input to policies and practices
- Business Acumen - Develops business solutions and directly addresses financial issues resulting in profitable revenue growth for the company; able to coordinate and present complete, complex solutions that meet customer needs and beat competition
- Market/customer Knowledge - Acts as a resource to customers based on intimate knowledge of relevant industries and needs
Solution Complexity/Strategic Thinking
- Nature of Problems Solved - Solves complex problems which may require unique solutions (e.g., unique applications of existing technologies) that are used across the business in similar situations
- Role in Addressing Problems - Leads problem resolution, identifies appropriate resources, develops contingency plans
- Complexity of Solutions - Typically medium to high complexity; has several complex projects, all which require unique coordination of technical resources; multi-country issues may be involved
Freedom to Act
- Level of Guidance - Demonstrates wide latitude for decisive action which could impact business initiatives/programs; exercises independent judgment within broadly defined practices/policies in selecting approach and technique
- Takes Direction From - Manager and Business Unit Directors
Customer Interface
- Role - Often leads semi-formal teams or significant portions of a large permanent team
- Level of Customer Contact - Multiple decision makers and influencers for large deals with complexity
- Main Level of Interaction - Leads negotiations on complex deals which may be primarily technical, financial or both
- Required Knowledge of Customer - Industry strategies and customer positioning; customer financials and business drivers
Accountability
- Business and Financial Impact - Responsible for revenue attainment, margins where appropriate, and personal expenses
- Relative Size and Scope - Average to high individual quota for business in like roles or strategic growth potential to be there within a year or two
- Types of Projects - Moderately complex deals with a few large, complex deals
- Strategic Impact for the company- High in near term; medium in mid-term

Employee Benefits:
-Competitive annual salary range of 10,000,000 yen to 13,134,536 yen with performance-based bonus potential
-Annual bonus and salary review based on performance
-Full commuting expense coverage
-Comprehensive social insurance including health, pension, employment, and industrial injury coverage
-Structured programs supporting career development, personal growth, and work-life balance

Required Skills

■ Qualifications:
Bachelors or equivalent experience; advanced degree preferred
5-8 years of applicable work experience
Uses advanced domain/solutions knowledge to competitive advantage
Develops and adapts advanced sales strategies to unique customer needs; creates customer partnerships
Often leads others in their development; provides input to policies and practices

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いたします。

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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.