

【800 ~ 1200万円】Account Manager (横浜or 名古屋オフィス)

外資系自動車メーカーでの募集です。 法人営業 (自動車向け) のご経験のある方は歓...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
外資系自動車メーカー

Job ID
1619935

Industry
Automobile and Parts

Company Type
International Company

Job Type
Permanent Full-time

Location
Aichi Prefecture

Salary
8 million yen ~ 12 million yen

Work Hours
09:00 ~ 18:00

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
October 29th, 2026 18:20

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2278579】
■当社にて、ADAS製品のセールス/マーケティング/BDを担当頂きます。

【Task】
Business Sales Manager which expect to be grow up to 100 MEuro/Year by 2030. Ensure customer intimacy Bring profitable business to the company and control business risk from contract view point.
Win AD/ADAS business from JOEM while maintaining awarded business.

・Define Customer Strategy（ Business development plan Business acquisition Project Execution etc ）
・Realization and Project Execution for JOEM Business Targets（ Sales Order Intake Reimbursements Profitability Sales Price Annual CD Volume Forecast Precision of relevant data ）
・Drivie commercial and contractual aspects of the customer relationship
・Ensure Intimacy with Customer through out general activities
・Analize Customer Needs and Summarize as Refular Management Repoert
・Drive Promotion Relevant Activities（ Internal alignment Demo preparation and execution with Engineering Team ）
・Support operational cash flow management（ account receivables ） and order processing（ support to operations during allocation ）

Required Skills

【必須】
・自動車業界（ Tier1 ）でのセールス/マーケティング/プロジェクトマネージャー、いずれかのご経験5年以上
・見積段階から開発完了までプロジェクトメンバーとして経験
・社内外での専門的なビジネス獲得、交渉、コミュニケーションスキル
・グローバルな環境での就業経験尚可
・英語力

Company Description

ご紹介時にご案内いたします