【Chiyoda, Tokyo】 Account Manager/Sales Representative

Job Information

Hiring Company
Qnity Japan

Job ID
1621979

Industry
Electronics, Semiconductor

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Salary
Negotiable, based on experience

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Manage key accounts and promote metallization, dry film, and packaging polymer products
- Develop new sales opportunities by identifying customer needs and providing technical solutions
- Collaborate with global teams to drive business growth and build long-term customer relationships
- Permanent Tokyo role with comprehensive benefits and opportunities for international collaboration

【Job Responsibilities】
Are you looking to power the next leap in the exciting world of advanced electronics? Do you want to help solve problems that drive success in the rapidly evolving technology and connectivity landscape? Then bring your problem-solving, passion, and creativity to help us power the next leap in electronics.

At Qnity, we're more than a global leader in materials and solutions for advanced electronics and high-tech industries – we're a tight-knit team that is motivated by new possibilities, and always up for a challenge. All our dedicated teams contribute to making cutting-edge technology possible. We value forward-thinking challengers, boundary-pushers, and diverse perspectives across all our departments, because we know we play a critical role in the world enabling faster progress for all. Learn how you can start or jumpstart your career with us.

< Position Purpose >
Primarily responsible to manage Key Account for sales promoting Products, Metallization, Riston(dry film) and Packaging Polymer and providing technical solution to electronic/industrial related customers or end users for Interconnect Solutions in Japan and Landed Japan Operation (LJO). Identify and develop selling projects around commercial and developmental opportunities for Interconnect Solution market.

< Position Responsibilities >

- Works with Japan technical team for the assigned Japan/LJO customers to achieve forecasted growth.
- Demonstrates a deep understanding of technology and needs of key accounts and electronic /industrial related customers or end users
- Manages all aspects of the selling/technical service process.
- Identify potential opportunities and prioritize sales activities to develop new business through networking with key accounts and market trend.
- Communicates with the relevant global teams - business development team, product manager, R&D tech team, quality team, etc. to get support and drive projects.
- Administers sales/technical service policies and programs to meet sales and profit goals for the territory.
- Manage customers and surrounded relationships: key accounts and electronic/industrial related customers.
  -Manages and builds relationships with multi-functional and multi-layer in customer organization.
  -Ensuring all competitive activities within accounts, relative markets and preventing attrition.
  -Establish professional, long-term relationships with key influencers across the value chain and leverage those appropriately to achieve outcomes.
  -Translate critical technical customer information (needs/values) into opportunities for DuPont.
- Promotes and sells Metallization, Riston(dry film) and Packaging Polymer products with technical knowledge and market insight in products and applications for customer needs.
- Monitors demand and inputs appropriate forecast for key accounts with utilizing market situation and VOC.

【Employment Type】
Permanent employee

【Salary】
Based on experience and skill level

【Working Hours】
In accordance with company regulations

【Work Location】
Chiyoda-ku, Tokyo, Japan
*Travel up to 50%

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
Qnity offers a comprehensive pay and benefits package. To learn more visit the Compensation and Benefits page.
(https://careers.qnityelectronics.com/us/en/compensation-and-benefits-final)

Required Skills

【Qualifications】

- Bachelor's degree and above.
- Demonstrated customer focus, acting with a high sense of urgency.
- Demonstrated ability to work with and understand customer needs and issues.
- Experience in commercializing, introducing and selling new products.
- Computer skills including keyboard aptitude, word processing, presentation software, spreadsheet and communications (Excel, Word, Powerpoint).
- Team cooperative mind, interpersonal and communication skills
- Must possess fluency to converse, read, and write in both English and Japanese languages.

【About Reqruiting】
Join our Talent Community to stay connected with us!
Qnity is an equal opportunity employer. Qualified applicants will be considered without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability or any other protected class. If you need a reasonable accommodation to search or apply for a position, please visit our Accessibility Page for Contact Information.
(https://www.qnityelectronics.com/accessibility)
*We use Artificial Intelligence (AI) to enhance our recruitment process.

Company Description