


# Key Account Manager Health Care Osaka

**キューネ・アンド・ナーゲル株式会社での募集です。 営業推進・企画のご経験のある...**

## Job Information

**Recruiter**
JAC Recruitment Co., Ltd.

**Hiring Company**
キューネ・アンド・ナーゲル株式会社

**Job ID**
1622525

**Industry**
Logistics, Storage

**Company Type**
International Company

**Job Type**
Permanent Full-time

**Location**
Osaka Prefecture

**Salary**
6.5 million yen ~ 9 million yen

**Work Hours**
09:00 ~ 18:00

**Holidays**
【有給休暇】入社7ヶ月目には最低10日以上 【休日】週休二日制 土 日 祝日 夏季休暇 夏季休暇4日

**Refreshed**
November 12th, 2026 15:00

## General Requirements

**Career Level**
Mid Career

**Minimum English Level**
Fluent Level

**Minimum Japanese Level**
Native Level

**Minimum Education Level**
High-School

**Visa Status**
Permission to work in Japan required

## Job Description

【求人No NJB2218136】
Your primary objective will be to deliver against our targets for the assigned vertical by focusing on acquiring + retaining customers with innovative industry approach. You will do this by working with a variety of internal + external stakeholders while focusing on the following key objectives.

- To negotiate contracts + manage assigned accounts in accordance with agreed targets goals + our guidelines.
- To design dedicated solutions for assigned clients ensuring value is created in the process.

・ To ensure compliance with sales management processes providing accurate + timely updates in the customer relationship management （ CRM ） + sales systems.
・ To proactively monitor monthly performance against defined targets intervening promptly in case of deviations.
・ To create + maintain account plan （ s ） based on the key account planning process including sign off on the overall strategy.
・ To effectively hand over + transition new business to operations ensuring customer requirements are met + commitments delivered.
・ To establish sustainable partnerships with assigned customers by conducting regular business review sessions including looking into processes for continuous improvement + innovation.
・ To represent us as an industry expert + build external network relations with senior management in customer organization.

## Required Skills

■フォワーディング営業の下記経験をお持ちの方
・Global Contract、ならびに、複数国間の国際物流網に関わる案件に関わった経験
・海外の顧客窓口、海外支社と連携して案件を進めた経験
・最低でも数千トン単位の案件を扱った経験

■ビジネスレベルの英語力必須（頻繁なオンライン会議での交渉含む）

## Company Description

◆海上運送取扱業◆海運代理店業◆海運仲立業◆航空運送取扱業◆通関業◆倉庫業