

Regional Key Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
外資系総合化学メーカー

Job ID
1623054

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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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

A company in the chemical industry is hiring for a Regional Key Account Manager position. The company develops and supplies a broad portfolio of specialty chemical products and solutions, supporting customers across a wide range of industries through strong technical expertise, global research and development capabilities, and an international supply network. This role provides the opportunity to work closely with major regional customers, collaborate with global stakeholders, and contribute to the long-term growth of a strategically important business.

The Regional Key Account Manager will lead the growth of key customer accounts within the lubricant components business and drive sustainable, profitable business expansion across the region. Working closely with commercial and technical teams across multiple countries, this position plays a critical role in strengthening customer partnerships and identifying new growth opportunities.

Responsibilities include:

Develop and execute key account strategies and long-term business plans for assigned customers.
Manage sales forecasts, KPIs, pricing, and commercial terms to improve revenue and profitability.

Build and maintain relationships with customer decision-makers across purchasing, technical, and business functions.
Lead important commercial discussions and price negotiations with major accounts.
Identify and develop new business opportunities, cross-selling initiatives, and project pipelines within the lubricants sector.
Analyze market, customer, technology, and competitive trends to identify growth opportunities and business risks.
Collaborate with regional sales teams and cross-functional stakeholders including Technical Service, Marketing, Product Management, and Supply Chain to drive account development activities.

Employee Benefits:
Benefits
Incentive bonus program.
Salary review program.
Full commuting expense reimbursement.
Health insurance.
Employees' pension insurance.
Employment insurance.
Workers' compensation insurance.
Flexible working hours system.
Paid leave available from the date of joining.

Required Skills

Qualifications
Minimum 5 years of sales experience.
Experience in the lubricants or fuels industry.
Strong English communication skills, including business-level reading, writing, and verbal communication.
Ability to work effectively with international teams and stakeholders.
Basic knowledge of chemistry.
Proficiency in Microsoft Excel, Word, and PowerPoint.
Bachelor's degree or higher.

Company Description

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