

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
1624652

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 26th, 2026 16:10

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