



Director, Enterprise Accounts Sales (法人営業/大阪)

Job Information

Hiring Company

[UPS Group](#)

Job ID

29401

Division

Business Development

Industry

Logistics, Storage

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

(Almost) All Japanese

Job Type

Permanent Full-time

Location

Osaka Prefecture, Osaka-shi Minato-ku

Train Description

Chuo Line, Asashiobashi Station

Salary

12 million yen ~ Negotiable, based on experience

Refreshed

May 7th, 2026 18:06

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Summary:

This position generates new business by managing business relationships between UPS and designated Enterprise Accounts. He/She executes business plans by meeting and exceeding sales and revenue goals. This position leads service and sales activity across UPS's portfolio of products and services including Freight, Package, Forwarding, and Distribution. He/She drives global business growth through solution development, customer-facing communications, contract development, value creation, and negotiation. This position obtains knowledge about customers' competitors to consult

customers on UPS solutions that support their market competitiveness.

Responsibilities:

- Maintains contract compliance and renewal process to ensure elements of contracts are being followed and negotiated by both UPS and the customer.
- Maintains and monitors customer information and account performance data for Freight, Package, and Forwarding and Distribution to track sales performance against sales objectives.
- Utilizes business information and analysis reporting tools to assess account performance analysis.
- Monitors and tracks competitors to gain competitive intelligence to be used in engaging prospects and customers.
- Drive new business development by consistently pursuing business opportunities across UPS's service offerings.
- Monitor competitor activity and market trends to gain competitive intelligence, utilizing this information to engage prospects and customers with relevant UPS solutions.
- Lead strategic customer communications and collaborate with internal teams to deliver tailored solutions that meet customer needs and drive revenue growth.
- Negotiate and close high-value contracts, ensuring mutually beneficial outcomes for both UPS and the customer.

Qualifications:

- In-depth understanding of global logistics and supply chain solutions, including Freight, Package, Forwarding, and Distribution services.
- Strong financial acumen and analytical skills to assess and drive account performance.
- Exceptional negotiation skills with a history of closing complex, high-value deals.
- Ability to build and maintain strong relationships with senior-level decision-makers and key stakeholders within Enterprise Accounts.
- Excellent communication and interpersonal skills, with the ability to engage and influence both customers and internal teams.
- Experience working in a global, cross-functional team environment.
- Advanced knowledge of industry trends and the competitive landscape.
- Strong background in contract negotiation and solution selling.

Requirements:

- Minimum Bachelor's Degree in Supply Chain Management, Logistics, Marketing, Business, or relevant discipline. Master's Degree or MBA will be a plus
- At least 7-10 years of experience in a field sales role, with a strong track record in managing enterprise-level accounts in healthcare, including leadership or strategic responsibilities.
- Proven experience in sales with a demonstrated ability to consistently secure business opportunities exceeding \$5M.
- Previous experience in logistics within the healthcare sector, specifically working with Chinese pharmaceutical brands, is essential.
- Familiarity with ISO certifications, particularly ISO 13485:2003.
- Proven track record of increasing sales against plan objectives in previous assignments
- Willingness to travel for business as required.

Required Skills

- Sales experience in logistics industries more than 5 years.
- PC Skill(Excel, Word, PowerPoint) - Good communication skill - Challenging spirit - Problem solver and positive thinker - Dynamic and motivated to reach new goals - Job experience for each job function as above mentioned.

Company Description

As the world's largest package delivery company and a leading global provider of specialised transportation and logistics services, UPS continues to develop the frontiers of logistics, supply chain management and e-Commerce . . . combining the flows of goods, information and funds. 世界最大の小口貨物輸送会社であり、運輸とロジスティクスのサービスを専門的かつグローバルに提供する主要なプロバイダーであるUPSは、商品、資金、情報の流れを活用して、ロジスティクス、サプライチェーン・マネジメント、およびeコマースの分野でのサービスを開発し続けています。UPSはこれまでに何度も自己改革を重ねてきました。これはUPSの歴史の詳細な記録が実証しています。It is a company that has never shied away from reinventing itself, as a more complete reading of its history demonstrates. Founded in 1907 as a messenger company in the United States, UPS has grown into a USD 36 billion corporation by clearly focusing on the goal of enabling commerce around the globe. Today UPS, or United Parcel Service Inc., is a global company with one of the most recognised and admired brands in the world. As the largest express carrier and package delivery company in the world, we are also a leading provider of specialised transportation, logistics, capital, and e-commerce services. Every day we manage the flow of goods, funds and information in more than 200 countries and territories worldwide. 1907年に米国にてメッセンジャー・カンパニーとして設立されて以来、UPSはグローバル・コマースという明確な目標に進むことで、360億ドル規模の会社に成長しました。今日、UPSまたはユニテッド・パーセル・サービス(United Parcel Service Inc.)は世界でも認知度の高い、また称賛されている企業の1つとなりました。UPSは世界最大のエクスプレス・キャリアー及び貨物輸送会社であると同時に、特殊輸送、ロジスティクス、キャピタル、eコマースのリーディング・カンパニーでもあります。毎日、UPSでは世界200以上の国と地域において、商品、資金、情報を運んでいます。