



半導体企業のキーアカウント営業／Key Account Manager Semiconductor（英語使用）リモート可

世界トップクラスのグローバルフォワーダーで大型案件を扱うことが可能です！

Job Information

Hiring Company

Kuehne + Nagel Ltd.

Job ID

1236348

Division

営業部

Industry

Logistics, Storage

Company Type

International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Koto-ku

Train Description

Tozai Line, Toyochō Station

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9:00-18:00

Holidays

土日祭日、夏季、年末年始

Refreshed

March 29th, 2024 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Business Level

Minimum Education Level

High-School or Below

Visa StatusPermission to work in Japan required

Job Description**Good Reasons to Join**

At Kuehne + Nagel, you can utilize and refine your relationship management skills and specialized business acumen as part of a committed and dynamic sales team. We offer extensive trainings and education for professional development, competitive remuneration, and ample opportunity to engage, collaborate and lead with a truly global network. Our employees particularly appreciate the high degree of creative freedom, the fluid transfer of responsibility and international career exposure. Success comes with the people who make it possible, which is why we do our best to take you on board for the long term. Together, we will #winthefuture

About Kuehne+Nagel

With over 74000 employees at some 1,300 locations in over 100 countries, the Kuehne+Nagel Group is one of the world's leading logistics companies.

As an employer, Kuehne+Nagel stands for equal opportunity and we are committed to diversity in our teams with regard to people with disabilities. We believe that you can make a valuable contribution to Kuehne+Nagel and look forward to receiving your application.

Key Account Manager High Tech

As a Key Account Manager at Kuehne+Nagel, we believe your plus shapes our future. Your plus is the sum of your expertise, your background and your unique set of skillsets creating growth and value to the evolving market of logistics. Join a highly successful sales team with one of the world's leading logistics providers based in Tokyo as part of our growing, international network.

Your Role

Our Key Account Managers are strategic consultants with the ultimate responsibility to understand our customers' needs and requirements in proposing solutions that add value and build long lasting partnerships. In this role, you will be based in Tokyo and your customers will be High-Tech companies.

Your Responsibilities

- Directly responsible for key accounts: engaging with the customer and Kuehne+Nagel's network as the lynchpin in developing a strong relationship.
- Actively plans and executes key account strategy: defining strategic approach on value proposition & solution as well as the internal and external positions of Kuehne + Nagel on RFQs & tenders; partnering with our business units to deliver attractive pricing and service.
- Proactively identifies new opportunities: increasing the footprint of business and solutions with assigned customer(s), ensuring an attractive and sizeable pipeline and high closing ratio.
- Regularly conducts structured review sessions: aligning and updating customers on customer strategy and priorities; adjusting our value proposition; offering continuous improvement and innovation.
- Competently connects virtual account teams: ensuring true global customer representation, collaborating with related Key Account Manager networks globally and exchanging best practices and sales leads.
- Successfully controls monthly performance: monitoring volume, profitability, pipeline, overdues, and ensuring immediate actions in case of deviations (i.e. timeliness / accurate reporting).
- Effectively hands over new business: transitioning new business into operations to ensure that customer requirements and the commitments of Kuehne + Nagel are met.

勤務地： Kuehne + Nagelオフィス 週2回までリモートOK

Required Skills**Your skills and experience**

- Successfully completed an academic degree, ideally with a focus on logistics
- Strong leadership skills to drive key account initiatives across geographies and to establish a strong sense of direction and identity for the team
- In-depth knowledge of the High Tech sector or of similar fast-paced and dynamic industries
- High customer orientation and strong communication skills for building collaborative and trusting relationships with key influencers within the customer organization as well as within Kuehne + Nagel
- Strategic mindset in proactively developing effective, long-term solutions for our customers, incorporating latest industry trends, and delivering continuous improvement
- Willingness to nurture team engagement in building a strong global community of colleagues and customers that collaborate for mutual success
- Ability to read, write and converse in Japanese and English fluently

Company Description

キューネ・アンド・ナーゲル（本社：スイス、シンデレギ）は世界100か国以上、1,300を超える拠点において74,000人以上の社員を擁する、世界をリードする物流企業グループです。主に海上貨物輸送、航空貨物輸送、コントラクトロジスティックス、陸上輸送の分野で確固たる地位を確立しており、IT技術を基盤とした総合ロジスティックスで高い評価を得ています。

日本においては1982年より事業を展開しています。お客様の物流およびサプライチェーンの需要に迅速かつ的確に対応し、革新的なソリューションを提供するため、約300人の従業員を擁し、国内各地に広がる11の営業拠点から包括的なサービスを展開しています。

当社は、最先端のITに基づくサプライチェーンソリューションを駆使し、お客様および各業界固有のニーズに沿った、卓越した物流サービスを提供できるよう努めています。

また、グローバル・ネットワークを活用して、あらゆる国でグローバルで標準化された物流ソリューションを提供し、お客様の物流課題を競争優位性の創出に変えられるよう努力しています。