



Direct Account Representative

Specialty Lubricants experts wanted!

募集職種

採用企業名

デュポン・ジャパン株式会社

支社・支店

DDPスペシャルティ・プロダクツ株式会社 (DDP Specialty Products Japan K.K.)

求人ID

1461283

部署名

Electronics & Industrial, Industrial Solution, MOLYKOTE® Specialty Lubricants

業種

化学・素材

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

550万円 ~ 850万円

ボーナス

固定給+ボーナス

勤務時間

9:00 - 17:30 ※フレックスタイム制 (コアタイム11:00-15:00) または裁量労働制の適用

休日・休暇

土曜、日曜、祝日、年末年始、創立記念日、年次有給休暇、特別有給休暇 (冠婚葬祭等)、私傷病休暇、育児休暇、介護休暇

更新日

2024年05月21日 08:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

日本語レベル

流暢

最終学歴

大学卒: 学士号

現在のビザ

日本での就労許可が必要です

募集要項

We are looking for someone who loves machines and has strong interest in solving wear and friction problems with our global team and our customer.

Job Responsibilities:

- Business development for non-automotive segment of specialty lubricants.
- Develop and execute mid- and long-term growth strategy.
- Execute value proposition and value selling.
- Build trust with cross-functional teams, align internal stakeholders, and promote development programs.
- Collaborate with overseas teams.

What is Molykote® Special Lubricants?

Molykote®, which celebrates its 75th anniversary in 2023, is the world's most famous brand of industrial specialty lubricants. With manufacturing, development, and sales bases in the United States, Germany, and Japan, we have manufacturing plants in Chiba, research and development department in Utsunomiya, Tochigi, and sales departments in Tokyo and Nagoya. We are a small team with a sense of unity.

If you join us in this position, you will be seconded to DuPont Toray Specialty Materials Kabushiki Kaisha (DTSM)

Regarding Handling of Personal Information Collection

Documents related to applications for Dupont Group job postings and associated personal information submitted for the purpose of applying will be stored and managed with strict security standards. We will not use this information for any purpose other than recruitment-related communication and activities, such as informing candidates about the status of their job applications and conducting job interviews.

About Remote Work:

- Remote work is allowed if you can commute to the office from your home within two hours.
- You must work at the office every day during the six-month trial period. After that, you may work remotely for 5 days a week.

Work Hours and About Flex Time:

- 9:00 to 17:30 (7.5 hours actual working time).
- The above is the standard scheduled working time.
- There is a flextime system with a core time of 11:00 to 15:00.

Holidays

- Saturdays and Sundays
- National holidays
- New Year's holidays
- Founding anniversary
- Annual paid leave
- Special paid leave (for weddings, funerals, etc.)
- Personal injury or illness leave
- Childcare leave
- Nursing care leave

DuPont is an equal opportunity employer. Qualified applicants will be considered without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability or any other protected class. If you need a reasonable accommodation to search or apply for a position, please visit our Accessibility Page for Contact Information in DuPont Career Site.

スキル・資格

- Proven experience in sales and development of special lubricants or tribology-related products.
- Strong communication skills in both Japanese and English to liaise with stakeholders domestically and internationally.
- Work experience collaborating with different functional partners in multiple regions.
- Self-starter with a results-oriented mindset.
- Strong financial acumen to understand the impact of pricing actions.
- Sophisticated computer skills including the use of Excel, Word, PowerPoint, SFDC.
- Bachelor's degree or higher, particularly in mechanical engineering.
- Willingness to travel frequently, including overseas trips up to 80% of the time.

会社説明