

MichaelPage

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Account Manager

Account Manager

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1534847

業種

機械

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 1000万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年04月23日 11:34

応募必要条件

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

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

The company is recruiting for an Account Manager to join their energy sales team, who will be responsible for nurturing client relationships and driving sales growth in Tokyo.

Client Details

This opportunity comes from a large organization in the industrial / manufacturing sector, recognized for its leading-edge technology and sustainable solutions. Headquartered in Tokyo, the company is committed to fostering an environment of innovation and has a diverse, international workforce.

Description

- Building and maintaining long-term relationships with clients

- Developing a deep understanding of customer needs and requirements
- Expanding our customer base and actively seeking new sales opportunities
- Setting and tracking sales targets for the team
- Collaborating with internal teams to ensure customer satisfaction
- Reporting on sales results to senior management
- Participating in industry events and conferences
- Keeping abreast of new product offerings and market trends

Job Offer

- Comprehensive benefits including commute allowance, social insurance, and health insurance
- A hybrid work model offering flexibility and work-life balance, up to three times work-from-home per week
- An inclusive, diverse and innovative company culture
- Opportunities for career growth and professional development

Join our team and contribute to a forward-thinking, sustainable future in the industrial and energy industry. Apply now and let's build success together in Tokyo!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

スキル・資格

A successful Account Manager should have:

- A degree in Business Administration, Marketing or related field
- Prior experience in a sales or account management role
- Knowledge of the industrial / manufacturing industry
- Strong negotiation and leadership skills
- Proficiency in English and Japanese
- Excellent communication and interpersonal skills
- Proficiency in CRM software and Microsoft Office Suite
- Ability to manage multiple accounts effectively

会社説明

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