



## Key Account Manager in Japan // Leading global designer and man...

法人営業（その他）のご経験のある方は歓迎です。

### 募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

非公開

求人ID

1537590

業種

電気・電子・半導体

会社の種類

外資系企業

雇用形態

正社員

勤務地

大阪府

給与

650万円～900万円

勤務時間

09:00～18:00

休日・休暇

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 夏季休暇 年末年始

更新日

2025年05月01日 16:03

### 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

流暢

日本語レベル

ネイティブ

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

【求人No NJB2275567】

Job Accountability (Top 5)

Develop the territory sales plan and key account planning for the assigned sales region.

Achieve the sales revenue target (annual basis) assigned by the sales management.

Achieve the new project acquisition target (annual basis) assigned by the sales management.

Support the sales growth of the authorized distributor in the assigned sales region.

Use Salesforce for customer relationship management and for sales reporting.

#### Required Competency (Top 5)

Value Selling: Have extensive knowledge in sales skills. Be able to present the best solution to the customers with proper commercial package. Achieve the higher hit rate than the average.

Account Mapping and Prioritization: Have deep understanding about the competition the internal resource and the growth potential of her accounts (scope) precisely size the business target and map the best suitable opportunities for Southco.

Customer Management: Understand the pain points and needs of the customers well. Be able to leverage the internal resources to respond the customers and to lead the team to follow customers' requirement for better customer satisfaction.

Effective Communication: Builds effective relationship with team members leaders and/or customers by communicating with honesty and consistency. Communicates with convictions and clarity in the face of challenging discussions and decisions.

Product Knowledge and Demonstration Skills: Expert of the key products of her scope knowing very well about the applications of her customers. Be able to coach the sales engineers.

#### Qualifications (Top 5)

5 years plus experience in key account management role in manufacturing industries.

Business English being fluent.

Bachelor's degree in engineering or business management.

Interpersonal skills (have leadership experience will be a plus) .

Be willing to travel frequently (more than 50% of the time)

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#### スキル・資格

Relevant work experience required.

Over 5 years less than 15 years

Relevant industry experience required.

Similar experience with Southco Product

Manufacturing industry etc

Candidate with below capability will be prioritized.

Engineering background

Diverse industry experience (e.g. Chemical semi conductor power medical etc.)

Strong soft skill including quick learning cross cultural communication stakeholder engagement etc.

Mature ambitious deep understanding about JP market and also have global experience

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#### 会社説明

ご紹介時にご案内いたします