

MichaelPage

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## Key Account Manager- Electronics and semiconductor

## Key Account Manager-Semiconductor

## 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

1546927

## 業種

電気・電子・半導体

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

経験考慮の上、応相談

## 更新日

2025年07月08日 10:54

## 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

日本での就労許可が必要です

## 募集要項

In this role you will be the ultimate owner of the assigned account. Understand the customers need and be Responsible for building and managing a collaboration plan for the customers.

## Client Details

Our Client is One of the biggest Global leader in automotive, industrial and consumer markets. They have strong focus on providing accurate and intelligent solutions for the sustainability of the society.

## Description

- Drive engagements and build relationships on all levels with key decision makers. Each strategic account should have a collaboration plan, owned and driven by the Key Account Manager
- Orchestrate the support approach for the account (FAEs, Segment Managers, BU resources)
- Identify valuable opportunities. Lead the key performance metrics for the account.
- Drive understanding service and potential hardware architecture of the customer and what company's products can fit with the help of Segment Manager if needed
- Identify the ecosystem of partners for our service offering at the account

## Job Offer

- Competitive salary package
- A multicultural and international company that focus on the employees well being
- An opportunity to lead a team in a well establish environment
- Opportunity to Shape the future of connected technologies

If you're ready to advance your career as a Key Account Manager in the Semiconductor industry, apply now to join a company committed to excellence and innovation.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Kelvin Nketsiamensah +81366276076.

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## スキル・資格

A successful Key Account Manager should have:

- Minimum 10-year of sales experience in the semiconductor industry.
- Excellent communication, presentation, and negotiation skills.
- Must be able to speak, read and write English fluently.
- Excellent organisation skills to meet goals and set priorities.
- At ease with engineers, while comfortable with customers on the executive level.
- Ideally experience with GPS/GNSS, GPRS/UMTS/LTE, Cellular/IOT, Wi-fi, Short range/Bluetooth, RF design, Services, and firmware development.

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## 会社説明

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