



【Japanese & English】 Account Executive (automotive parts)

Permanent position * Career Advancement

募集職種

人材紹介会社
株式会社インディゴジャパン

採用企業名
Leading global automotive supplier

求人ID
1563337

業種
人材紹介

雇用形態
正社員

勤務地
東京都 23区, 港区

給与
500万円 ~ 700万円

ボーナス
固定給+ボーナス

勤務時間
9:00~18:00の間

休日・休暇
完全週休二日制（土日祝）

更新日
2025年10月29日 14:05

応募必要条件

職務経験
1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

日本語レベル
ビジネス会話レベル

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

Position: Key Account Executive – Commercial Vehicle Business

Location: Minato Ku, Tokyo

Employment Type: Full-time

About the Role

Join a leading global automotive supplier to drive growth in the **Commercial Vehicle (CV)** sector. You will maintain and expand key accounts while developing new business opportunities in **coolant and fuel line systems**, contributing to the company's long-term strategy in electrification.

Main Responsibilities

- Manage and grow existing CV business accounts
- Handle prototype, production, and quotation processes with internal teams
- Conduct **price negotiations** and manage forecasts and packaging surveys
- Develop new business opportunities in **coolant and fuel line** products
- Gather and analyze market and competitor information
- Build and maintain strong relationships with key customers
- Support corporate strategy and sales targets

* Job responsibilities are subject to change. Details will be given during interviews.

Annual Salary: 5 million to 7 million yen (depends on experience and skills)

スキル・資格

- Bachelor's degree or higher (Automotive / Mechanical preferred)
- 3+ years of **sales experience in the automotive field** (5+ years total work experience)
- Strong communication, presentation, and negotiation skills
- Proactive, people-oriented, and able to perform under pressure
- Business-level English; Japanese a plus
- Willing to travel as needed

会社説明