



## アカウントマネージャー／Account Manager（大阪本町／Osaka-Hommachi）

《油圧シリンダ国内トップシェア》90年以上の実績を誇る安定成長の外資系メーカー

### 募集職種

#### 採用企業名

株式会社Parker TAIYO

#### 求人ID

1572625

#### 業種

機械

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 雇用形態

正社員

#### 勤務地

大阪府, 大阪市中央区

#### 最寄駅

御堂筋線、 本町駅

#### 給与

650万円 ~ 1300万円

#### 歩合給

給与：歩合給込み

#### 勤務時間

9:00～17:35（休憩45分）

#### 休日・休暇

土日祝日、GW・夏季・年末年始休暇（会社カレンダーあり・年1日程度土曜出勤日あり）

#### 更新日

2026年02月10日 13:01

### 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

日常会話レベル

#### 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

《 Job Description & Position Highlights 》

- Account manager duties focused on expanding sales and building relationships with existing and new customers
- Directly contribute to sales strategies and business plans through OEM customer support and market analysis
- Challenge yourself with sales activities offering significant autonomy, such as problem-solving and identifying new revenue opportunities
- Leverage your English skills, negotiation abilities, and industry knowledge through interactions with domestic and international clients

#### **【 Job Responsibilities】**

Responsible for maintaining and increasing sales volume & margin with existing and new accounts within assigned channel(s). Accountable for executing assigned sales goals and sales plans within a designated sales area.

- Develops and maintains strong client relationships with OEM customers and may or may not have distributor accounts while meeting position objectives.
- Responsible for gathering, interpreting and disseminating forecast market data provided by sales personnel and company marketing programs.
- Implements strategies to recognize new revenue and margin opportunities.
- Forecast sales through periodic analysis.
- Support the division in all on going customer issues, Commercial issues, Platform engineering issues and Communication Issues.
- Revenue accountable for \$5M

#### **■Report to :**

Area Sales Manager

\*The essential functions have been provided as examples of the type of work performed by employees assigned to this job classification. The Company reserves the right to modify the work assignments and/or to make reasonable accommodations so that qualified employees can perform the essential functions. The job description is not intended to be an all inclusive list of duties and responsibilities. It is intended to describe the general nature of the position.

#### **【Employment Type】**

Permanent employee

#### **【Salary】**

Based on experience and skill level

#### **【Working Hours】**

In accordance with company regulations

#### **【Work Location】**

In accordance with company regulations

#### **【Holidays & Leave】**

In accordance with company regulations

#### **【Benefits & Welfare】**

In accordance with company regulations

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## スキル・資格

#### **【Requirements】**

- University Degree (or international equivalent) in Engineering, Technical or equivalent.
  - Minimum of 2 to 4 years sales/marketing or product management experience with knowledge of product applications, competition and markets.
  - Business orientation and be able to manage projects.
  - Possess good communication and influence skills.
  - Challenge mentality, mindset to try something new
  - Owner mentality, motivated to tackle all related issues
  - Possess high level of integrity and positive work attitude.
  - Interpersonal, negotiation, and customer service skills, ability to establish a rapport with others.
  - Effective verbal and written communication.
  - Able to communicate both in English and Japanese fluently
  - Experience in Mechanical Industry OEM Business experience is desired
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## 会社説明