



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

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

会社説明