

Senior Markets & Customers Manager ◆ 日本市場における再エネ業界の営業戦略 ◆ 英語必須

洋上風力における世界シェア50%超/洋上風力のリーディングカンパニー

募集職種

採用企業名

シーメンス・エナジー株式会社

求人ID

1574428

部署名

Regional Hubs, Asia Pacific

業種

石油・エネルギー

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区, 品川区

最寄駅

都営大江戸線、 汐留駅

給与

800万円 ~ 1400万円

勤務時間

8:00~17:00 (所定労働時間8時間)、休憩60分、フレックスあり (コアタイム無)

休日・休暇

完全週休2日制 (土・日)、祝日、夏季休暇、年末年始休暇 等

更新日

2026年04月24日 01:00

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

高等学校卒

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 ▶

- Management responsibilities as the primary customer liaison in the Japanese market, including formulating customer

strategies and building relationships

- Driving business growth centered on customer success, offering the rewarding opportunity to directly contribute to Japan's energy transition
- Engaging in market analysis through to country-specific strategy development, with the appeal of exerting influence from a management perspective
- Flexible work arrangements enabling growth in a global environment, supported by hybrid work options and robust learning infrastructure

【Job Responsibilities】

■A Snapshot of Your Day

To be the key contact point for SE customers in the country

To proactively build and nurture trusted relationships with our customers across the business lifecycle and to advocate for customer success

To create country strategies and support their implementation, setting the stage for further business growth

■How You'll Make an Impact

- Customer care along the entire life cycle of the business:
 - Proactive relationship building with new and existing customers
 - For defined Accounts, develop deep understanding of customer needs, priorities, requirements, as well as pain points / dissatisfaction; share insights and feedback with SE organization
 - Support BAs in lead detection and issue management where needed
- Positioning SE externally for success:
 - Organize and represent SE in industry associations, at conferences, etc.
 - Build SE brand awareness, e.g., comms execution in country, SE customer events, campus events.
- Defining country strategy and identify areas with unleveraged potential:
 - Continually gather market intel on developments, industry stakeholder dynamics, competitors, potential new customers, trends, etc.
 - Identify country long-term needs, under-served and evolving markets, SE white spots, and attractive adjacent market segments
 - Support MD in defining country strategies
- Implementing country strategy & initiatives:
 - Support implementation of the country strategy
 - Support and drive initiatives and roll-out of capture plans
 - Support on ad-hoc requests that further SE's goals in country

■Rewards/Benefits

- Supportive working environments and hybrid working arrangement.
- Readily available learning platform for your learning goal and career growth!
- Opportunities to work with diverse and dynamic team across the globe!

雇用条件

正社員(試用期間6か月)

勤務地

本社 東京都港区東新橋1丁目9番1号東京汐留ビルディング14F
Siemens Energy 目黒オフィス 東京都品川区上大崎3丁目1-14

給与

想定年収800万円～1400万円

月給 ¥500,000～ 基本給 ¥500,000～を含む/月

賞与実績:年2回

【諸手当】

- ・ 通勤手当 (会社規定に基づき支給)
- ・ 残業手当 (残業時間に応じて別途支給)

福利厚生・制度

- ・ 社会保険完備 (健康保険 厚生年金保険 雇用保険 労災保険)
- ・ 家族手当
- ・ 住宅手当
- ・ 退職金制度
- ・ 財形貯蓄制度
- ・ リフレッシュ/結婚/忌引/産前産後での休暇制度有

*寮・社宅はありませんが住宅手当のサポートは完備しています。

スキル・資格

応募必須条件

- エネルギー業界 (特に再生可能エネルギー、プラント、インフラ) でのB2B営業経験が豊富な方
- 経営企画や事業開発の経験があり、マクロな視点で市場分析ができる方
- 英語ビジネスレベル以上

<Customer Care>

- Relationship Management and Executive Presence: Proficiency in building and nurturing long-term relationships with

multiple stakeholders at various levels, including executives. Confidence in managing conflict and influencing decision-making.

- Strong Communication Skills: Ability to convey information clearly, listen actively, and respond appropriately to complex inquiries. Active listening to understand underlying issues; empathy, patience, and emotional maturity.
- Technical and Product Knowledge: A deep understanding of SE's products, services, and the customer's industry, including regulations and compliance requirements.
- Commercial Acumen: Understanding of how customer success impacts the business's bottom line, including Customer Lifetime Value (CLV) and expansion opportunities. Identify and position upsell/cross-sell solutions.
- Problem-Solving and Critical Thinking: Capacity to analyze complex B2B problems, identify root causes, and develop tailored, effective solutions. This includes strategic thinking and proactive problem-solving, anticipating challenges before they arise.
- Collaboration and Cross-Functional Influence: The capacity to work effectively with internal BA teams (Sales, PM, Service) to address customer needs and resolve issues. This requires building internal alliances and navigating organizational dynamics.
- Organizational Skills: Being self-motivated, organized, and able to manage multiple accounts and priorities effectively, as each MC will handle multiple customer accounts.

<Country Strategies>

- Market and Competitor Intelligence: Structure and conduct research to understand market structure and dynamics; as well as track competitor movements & SWOT
- Strategic analysis: Ability to derive actionable conclusions from data and inputs
- Policy and Stakeholders: Understand policy, regulatory, and geopolitical landscape that may impact SE and its customers
- Written and verbal communications: Present data and arguments persuasively to audiences of various sizes and seniority
- Partnerships: Understand gaps and potential in the portfolio offering and identify suitable local partners
- Portfolio knowledge: Understand SE current & planned portfolio offering and performance track record
- Customer knowledge: Understand customer needs, business case economics, constraints (e.g., regulation)
- Stakeholder management: Effectively gather and manage inputs, and work constructively across internal and external stakeholders
- Strategy execution: Program management and action tracking across diverse stakeholders

<Others>

- Domain Knowledge: For underserved verticals -- deep understanding (or willingness to build understanding) of customer segments being targeted; in particular, their economics, technologies, supplier-customer ecosystem
- Strategic Communication: Stakeholder engagement, developing narratives and persuasive arguments, writing and delivering presentations, public speaking
- Stakeholder Engagement: Build and manage relationships with industry, government, and community partners.
- Adaptability and flexibility: Willingness to step in as needs arise, even if not part of formal job scope.
- Teamwork and collaboration: Both internally and externally

採用人数：1名

選考プロセス

書類選考→面接3回→内定

選考の中で英語面接があります。

会社説明