



PR/087029 | Account Manager

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1575442

業種
その他（メーカー）

雇用形態
正社員

勤務地
アメリカ合衆国

給与
経験考慮の上、応相談

更新日
2026年02月03日 10:56

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
ネイティブ

日本語レベル
無し

最終学歴
短大卒：準学士号

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 SUMMARY

A Japanese Electronics Manufacturing company in San Jose is seeking an Account Manager to oversee strategic customer accounts and drive business development. The role involves client engagement, coordination with internal teams, and support for technical sales activities. Approximately 25–49% travel across the West Coast is required.

RESPONSIBILITIES

- Manage and grow key customer accounts, ensuring high satisfaction and long-term partnerships
- Develop and execute strategic sales plans tailored to market trends and client needs
- Present technical product information and support customer design-in activities to drive new business
- Coordinate with internal teams, distributors, and sales reps to deliver timely and effective solutions

- Monitor market dynamics and provide insights to improve competitiveness and identify new opportunities
- Prepare accurate sales forecasts, activity reports, and customer communications
- Support product training and promotional activities for clients and internal stakeholders

QUALIFICATIONS

- Bachelor's degree preferred, with 3–5 years of relevant B2B sales experience, ideally in electronics or OEM sectors
- Solid understanding of electronic components and their applications
- Strong communication and interpersonal skills, both written and verbal
- Proficiency in Microsoft Office tools (Word, Excel, PowerPoint, Outlook)
- Ability to manage multiple priorities with attention to detail and follow-through
- Valid driver's license and willingness to travel for client meetings
- Experience in team supervision and familiarity with CSR practices is a plus
- Travel Required: approximately 25–49% travel across the West Coast

LOCATION San Jose, CA

EMPLOYMENT TYPE Full-Time

SALARY USD80,000-120,000

#LI-JACUS #LI-US #countryUS

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会社説明