



PR/087279 | Account Manager

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1586632

業種

電気・電子・半導体

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05月12日 12:01

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

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 TITLE Account Manager

POSITION SUMMARY

A company in the capital equipment industry is hiring for an Account Manager position. This organization designs and delivers advanced equipment and solutions that support highly technical manufacturing environments. The role offers the opportunity to work closely with customers across a defined region, partner with global teams, and contribute directly to long-term business growth through strategic account relationships and consultative sales activity.

RESPONSIBILITIES

- Manage major customer accounts within an assigned region
- Identify, qualify, and develop new sales opportunities within existing and prospective accounts
- Build and execute comprehensive sales strategies to secure new business and expand market presence

- Coordinate customer visits, demonstrations, and benchmark activities with technical centers, factories, and internal teams
- Maintain ongoing communication with customers regarding current programs, future needs, and system enhancements
- Support system deliveries, follow up on customer issues, and collaborate with customer support teams to ensure high service levels
- Prepare sales reports, forecasts, system configurations, and quotations while maintaining an up-to-date customer database

QUALIFICATIONS

- Two or more years of experience in sales and account management
- Background in capital equipment sales preferred
- Experience in outside sales environments preferred
- Bachelor's degree in business, an MBA, a technical degree, or a combination of education and relevant experience
- Strong written and verbal communication skills in English
- Good mathematical ability with a high level of analytical and problem-solving skills
- Ability to exercise independent judgment, manage complex information, and draw sound conclusions
- Proficiency with common business software tools such as word processing, spreadsheets, and presentation software

WORKSTYLE Onsite

EMPLOYMENT TYPE Full-Time

SALARY USD 120,000 - 160,000

BENEFITS Medical, dental, vision, 401K and others

#LI-JACUS #LI-US #countryUS

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会社説明