


# PR/087579 | Key Account Manager(m / f / d) - Automotive Safety Products

## 募集職種

**人材紹介会社**
ジェイ エイ シー リクルートメント ドイツ

**求人ID**
1609835

**業種**
自動車・自動車部品

**雇用形態**
正社員

**勤務地**
ドイツ

**給与**
経験考慮の上、応相談

**更新日**
2026年11月10日 05:00

## 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**
ビジネス会話レベル

**日本語レベル**
ビジネス会話レベル

**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

**Company and Job Overview**
A global Japanese manufacturer operating across the materials, chemicals, and automotive sectors is seeking a Key Account Manager (m/f/d). Leveraging expertise developed through its diversified industrial businesses, the company has established itself as a leading supplier of automotive safety components, serving major vehicle manufacturers and Tier 1 suppliers worldwide.

**Job Responsibilities**
Manage sales and marketing activities for Safety SBU products, including RFQ management, pricing, customer negotiations, and coordination with internal stakeholders.
Prepare and manage sales budgets, forecasts, and performance tracking.
Act as a key liaison between customers, headquarters in Japan, and global group companies.
Prepare monthly business reports, presentations, and other internal/external documentation.

**Job Requirements**
Minimum 5 years of sales experience within the automotive industry
Experience managing automotive RFQ (Request for Quotation) processes through production launch (SOP)
Business-level proficiency in German, English, and Japanese
Experience negotiating with European customers and business partners
Proven track record of driving business growth and achieving significant sales expansion
Strong analytical and presentation skills using Microsoft Excel, PowerPoint, and related tools
Experience working for a Japanese company
Self-driven and proactive working style with strong initiative
Ability to work independently without close supervision
Strong problem-solving mindset and continuous improvement orientation
Flexibility and willingness to take ownership of business challenges

**Benefits & Others**
Full-time, permanent position
Working hours: Monday to Friday, 9:00–18:00 (40 hours/week)
Location: Near Frankfurt
Remote work available 2–3 days per week

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明