



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09月15日 08:00

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

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会社説明