



Advisor Customer Business Unit Program Management ※フルリモート勤務※

セレスティカ・ジャパン株式会社での募集です。 アカウントエグゼクティブAE (営...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

セレスティカ・ジャパン株式会社

求人ID

1613383

業種

電気・電子・半導体

会社の種類

外資系企業

雇用形態

正社員

勤務地

その他東京

給与

750万円 ~ 1000万円

勤務時間

09:00 ~ 18:00

休日・休暇

【有給休暇】有給休暇は入社時から付与されます 年次有給休暇 20日（入社月に応じて案分付与）、入社日に付与 医療看護休暇 5日...

更新日

2026年09月17日 17:36

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

【求人No NJB2409286】

Detailed Description:

Performs tasks such as but not limited to the following:

- Responsible for customer account profitability; forecasting planning and monitoring efficiency and execution of strategies by working closely with a factory.

- Strong participation in pricing/bid preparation and the development and management of contract terms.
- Manages and monitors customer satisfaction day to day and formally (customer surveys self assessments complaint management problem resolution satisfaction management) .
- Communicates frequently with customers to help ensure satisfaction with the company and the products.
- Coordinates regular program tracking meetings with the customer and internal account team members to ensure ongoing communication and up to date progress/status reporting occurs.
- Works with cost engineering finance and SCM staff to coordinate efforts to analyze costs and price variances.
- Working independently and also collaboratively with other cross functional teams to develop customer strategies bids proposals and presentations. and to drive new business opportunities.
- Works with more senior Business Development team members to develop bids proposals and presentation packages for customers.
- Leads and coordinates quotation activities for assigned customers working with internal stakeholders to develop competitive commercial proposals.
- Works with the Marketing group to research and summarize information relating to a specific customer's market strategies and direction market share strengths weaknesses and competition. Aim to be the strategic CM partner for the customer.
- Arranges and coordinates details pertaining to customer visits and audits (including confidentiality agreement activity visit preparation and logistics) .
- Completes customer submitted surveys self audit forms and information requests.
- Tracks and presents win/loss analysis for customers.
- Performs customer forecast rollups for the sites.
- Collects reviews and analyzes customer data and market intelligence from all sources.

スキル・資格

【Knowledge/Skills/Competencies】

- Excellent communication skills in Japanese and English (both verbal and written) .
- Strong business acumen interpersonal and time management skills.
- Strong interpersonal skills and ability to effectively communicate with a wide variety of internal and external customers.
- Ability to effectively lead and motivate a diverse group of employees to achieve high production within tight time deadlines
- Ability to manage multiple detailed projects to a successful end while working under tight time deadlines.
- In depth knowledge of product pricing contracts and contract negotiations.
- Thorough understanding of business risks and price make up (Value add and Materials)
- Some background in complex problem management and resolution
- Excellent customer contact negotiation and problem resolution skills.
- Ability to function independently and as a member of a team.
- Some background in complex problem management and resolution
- Strong administration prioritization and coordination skills.
- Knowledge of Microsoft Office and Google Suite
- Good presentation database management and computer skills.

【Typical Experience】

- Three to five years of relevant experience.
- Experience working with Hyperscaler and Enterprise customers

【Typical Education】

- Bachelor's degree in Engineering field is preferred or consideration of an equivalent combination of education and experience.

会社説明

電子機器設計、製造受託サービス (EMS)