

PR/090174 | Account Manager

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 コリア

求人ID
1618527

業種
銀行・信託銀行・信用金庫

雇用形態
正社員

勤務地
韓国

給与
経験考慮の上、応相談

更新日
2026年11月03日 09:00

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
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

About the Role
We are seeking an experienced Account Manager to join our dynamic Commercial team in Seoul. This role is ideal for a commercially driven professional with a proven track record of managing and scaling an existing B2B customer portfolio. You will act as the primary point of contact for our clients, focusing heavily on customer retention, revenue growth, and long-term profitability. By deeply understanding each client's business potential and risk management needs, you will ensure seamless product delivery and unlock new growth opportunities.
What You Will Do

- Portfolio Management - Drive relationship development, customer retention, and revenue growth across a dedicated portfolio of existing B2B clients.
- Client Advisory - Build deep relationships to thoroughly understand clients' businesses, credit information, and risk management needs.
- Commercial Strategy - Lead commercial negotiations, including pricing structures, service requirements, and contract renewals.
- Growth & Cross-Selling - Identify expansion opportunities to cross-sell our suite of products and services, strengthening long-term partnerships.

- Risk & Performance Monitoring - Track account performance closely, taking proactive commercial actions to safeguard profitability.
- Cross-Functional Collaboration - Partner with internal teams and international colleagues to deliver seamless, high-quality solutions.
- Global Alignment - Participate actively in regional and international meetings, corporate training, and professional development programs.

What We Are Looking For

- Education - Bachelor's degree or higher, preferably in Finance, Accounting, Economics, Business Administration, or Law.
- Experience - 3–5 years of successful experience in B2B account management, sales, or business development.
- Industry Knowledge - A strong understanding of the Korean business landscape—specifically import/export, international trade, logistics, or shipping.
- Domain Expertise - Prior experience in commercial credit reporting or credit risk management services is highly valued.
- Soft Skills - A powerful customer-service mindset with the confidence to manage and influence stakeholders at all corporate levels.
- Language Proficiency - Fluent in Korean with business-conversational English skills necessary to collaborate with international teams and engage in regional training.

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