

Sales Account Manager - Nuclear

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
A leading global energy technology company driving the energy tr

求人ID
1618947

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月05日 00:00

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
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

Key Responsibilities
Develop and execute sales strategies for complex, long-term service agreements, including proposal development, pricing, contract negotiations, and risk management.
Drive business growth with utility customers in Japan by identifying and delivering tailored products and service solutions.
Build and maintain strong relationships with key stakeholders, including senior executives, plant leadership, and project teams.
Lead customer engagement activities, resolve commercial issues, and support long-term account development.
Prepare and deliver proposals, presentations, and commercial negotiations in line with company standards.
Achieve sales and pipeline growth targets through strategic account management.
Support the development of commercial strategies to increase revenue, profitability, and market share.
Maintain and improve contract frameworks, CRM processes, and sales tools to enhance customer engagement and forecasting accuracy.
Monitor market trends, competitor activities, and customer feedback to support business growth and strategic decision-making.

Employee Benefits:
Health Insurance Employees' Pension Employment Insurance Industrial Injury Insurance

スキル・資格

Required Qualifications
Bachelor’s degree or higher.
10+ years of experience in the nuclear industry, either in:
Sales, with a strong track record of pipeline management and order conversion, or
Nuclear plant operations, maintenance, or service delivery.
Experience managing sales pipelines, contract negotiations, and long-term service agreements.
Strong communication and stakeholder management skills in both Japanese and English.
Willingness to travel regularly across Japan and internationally as required.
Eligible to work in Japan and the United States and able to access export-controlled technologies.
Preferred Qualifications
MBA or advanced degree in Engineering.
Strong understanding of nuclear power plant operations, maintenance, and fuel cycle activities.
Established relationships with Japanese utilities, including headquarters and plant-site stakeholders.
Experience supporting or selling nuclear power plant projects.
Knowledge of commercial contracts, terms & conditions, and legal considerations.
Familiarity with Japan’s nuclear industry organizations and key stakeholders.
Leadership, process improvement, and Lean methodology experience.
Ideal Candidate
A senior nuclear industry professional who can drive business growth with Japanese utilities.
Experienced in managing the full sales cycle, from relationship building and proposal development through contract negotiation and project award.
Possesses a strong network within the Japanese nuclear sector and can engage effectively with senior decision makers.
Comfortable working in a global environment and collaborating with international teams in English.

会社説明

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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