



Director, Enterprise Accounts Sales (法人営業/大阪)

募集職種

採用企業名

ユーピーエスグループ

求人ID

29401

部署名

Business Development

業種

物流・倉庫

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

(ほぼ) 全員日本人

雇用形態

正社員

勤務地

大阪府, 大阪市港区

最寄駅

中央線、 朝潮橋駅

給与

1200万円 ~ 経験考慮の上、応相談

更新日

2026年05月07日 18:06

応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

流暢

日本語レベル

流暢

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

Job Summary:

This position generates new business by managing business relationships between UPS and designated Enterprise Accounts. He/She executes business plans by meeting and exceeding sales and revenue goals. This position leads service and sales activity across UPS's portfolio of products and services including Freight, Package, Forwarding, and Distribution. He/She drives global business growth through solution development, customer-facing communications, contract development, value creation, and negotiation. This position obtains knowledge about customers' competitors to consult

customers on UPS solutions that support their market competitiveness.

Responsibilities:

- Maintains contract compliance and renewal process to ensure elements of contracts are being followed and negotiated by both UPS and the customer.
- Maintains and monitors customer information and account performance data for Freight, Package, and Forwarding and Distribution to track sales performance against sales objectives.
- Utilizes business information and analysis reporting tools to assess account performance analysis.
- Monitors and tracks competitors to gain competitive intelligence to be used in engaging prospects and customers.
- Drive new business development by consistently pursuing business opportunities across UPS's service offerings.
- Monitor competitor activity and market trends to gain competitive intelligence, utilizing this information to engage prospects and customers with relevant UPS solutions.
- Lead strategic customer communications and collaborate with internal teams to deliver tailored solutions that meet customer needs and drive revenue growth.
- Negotiate and close high-value contracts, ensuring mutually beneficial outcomes for both UPS and the customer.

Qualifications:

- In-depth understanding of global logistics and supply chain solutions, including Freight, Package, Forwarding, and Distribution services.
- Strong financial acumen and analytical skills to assess and drive account performance.
- Exceptional negotiation skills with a history of closing complex, high-value deals.
- Ability to build and maintain strong relationships with senior-level decision-makers and key stakeholders within Enterprise Accounts.
- Excellent communication and interpersonal skills, with the ability to engage and influence both customers and internal teams.
- Experience working in a global, cross-functional team environment.
- Advanced knowledge of industry trends and the competitive landscape.
- Strong background in contract negotiation and solution selling.

Requirements:

- Minimum Bachelor's Degree in Supply Chain Management, Logistics, Marketing, Business, or relevant discipline. Master's Degree or MBA will be a plus
- At least 7-10 years of experience in a field sales role, with a strong track record in managing enterprise-level accounts in healthcare, including leadership or strategic responsibilities.
- Proven experience in sales with a demonstrated ability to consistently secure business opportunities exceeding \$5M.
- Previous experience in logistics within the healthcare sector, specifically working with Chinese pharmaceutical brands, is essential.
- Familiarity with ISO certifications, particularly ISO 13485:2003.
- Proven track record of increasing sales against plan objectives in previous assignments
- Willingness to travel for business as required.

スキル・資格

- Sales experience in logistics industries more than 5 years.
- PC Skill(Excel, Word, PowerPoint) - Good communication skill - Challenging spirit - Problem solver and positive thinker - Dynamic and motivated to reach new goals - Job experience for each job function as above mentioned.

会社説明

As the world's largest package delivery company and a leading global provider of specialised transportation and logistics services, UPS continues to develop the frontiers of logistics, supply chain management and e-Commerce . . . combining the flows of goods, information and funds. 世界最大の小口貨物輸送会社であり、運輸とロジスティクスのサービスを専門的かつグローバルに提供する主要なプロバイダーであるUPSは、商品、資金、情報の流れを活用して、ロジスティクス、サプライチェーン・マネジメント、およびeコマースの分野でのサービスを開発し続けています。UPSはこれまでに何度も自己改革を重ねてきました。これはUPSの歴史の詳細な記録が実証しています。It is a company that has never shied away from reinventing itself, as a more complete reading of its history demonstrates. Founded in 1907 as a messenger company in the United States, UPS has grown into a USD 36 billion corporation by clearly focusing on the goal of enabling commerce around the globe. Today UPS, or United Parcel Service Inc., is a global company with one of the most recognised and admired brands in the world. As the largest express carrier and package delivery company in the world, we are also a leading provider of specialised transportation, logistics, capital, and e-commerce services. Every day we manage the flow of goods, funds and information in more than 200 countries and territories worldwide. 1907年に米国にてメッセンジャー・カンパニーとして設立されて以来、UPSはグローバル・コマースという明確な目標に進むことで、360億ドル規模の会社に成長しました。今日、UPSまたはユニテッド・パーセル・サービス(United Parcel Service Inc.)は世界でも最も認知度の高い、また称賛されている企業の1つとなりました。UPSは世界最大のエクスプレス・キャリアー及び貨物輸送会社であると同時に、特殊輸送、ロジスティクス、キャピタル、eコマースのリーディング・カンパニーでもあります。毎日、UPSでは世界200以上の国と地域において、商品、資金、情報を運んでいます。