



【Bilingual Hiring · Global Company】 Key Account Manager

Remote Work Available

Job Information

Hiring Company

[congatec Japan K.K.](#)

Job ID

1467189

Industry

Electronics, Semiconductor

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ Negotiable, based on experience

Salary Commission

Commission paid on top of indicated salary.

Work Hours

8

Refreshed

August 7th, 2024 03:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

- Create, execute and lead sales plans in Japanese market
- Develop new customers, based on incoming inquiries through marcom activities
- Manage project price setting coordinated with sales partners, along with company policies
- Coordinate all related internal functions, such as technical support and SCM through congatec global operations, to achieve Design Win and sales revenue targets
- Collaborate with integration partners to meet customer requirements for product offer solutions

- Maintain relationship with existing customers, ensuring delivery management, after sales coordination, for customer satisfaction
 - Participate and support marcom activities of exhibitions and conferences
 - Develop and maintain cooperation with sales channel partners
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Required Skills

- Bachelor degree or higher in engineering or business
 - 10+ years sales experience in semiconductor and electronics components, computer-on-modules, single-board computers, and/or industrial PC products
 - Project management to achieve design wins and sales at target industries and customers
 - Excellent verbal and written communication skills, both internal and external operations
 - Business level English in writing and speaking to coordinate internal operations among related functions
 - Proficiency in using CRM, ERP and basic business applications (PowerPoint, Word, Excel)
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Company Description