

Key Account Manager for tier1 auto

イギリス本社 SMR Automotive社のグループ企業

Job Information

Hiring Company

美里工業株式会社

Job ID

1475389

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Ebina-shi

Train Description

Odakyu Odawara Line, Ebina Station

Salary

8 million yen ~ 10 million yen

Work Hours

Full flex: standard working hour 8:30-17:30

Holidays

Saturday, Sunday (Total 121 days)

Refreshed

April 8th, 2025 06:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Key Account Manager

A multinational automotive manufacturer is looking for a Key Account Manager. The selected applicant will oversee the complete sales and business development process of fluid management systems activity and strengthen relationships with customers.

Responsibilities:

- Manage new contract acquisition activities including building sales strategies, promotions, quotations, breakdowns
 - Handle existing project activities such as meetings with customers, managing issues, protecting/improving margins, collecting AR
 - Develop potential opportunities in automotive markets (cope with RFQ activities)
 - Collect customer information, market information, and competitor information
 - Communicate with overseas members of the company.
 - Lead on Japanese customer worldwide actions, global coordination when needed
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Required Skills

Requirements:

- Bachelor's degree or above in commercial or engineering
 - More than 3 years of sales experience in the automotive or similar industry
 - Prior sales experience with main Japanese automotive OEMs is a plus
 - Proficient in MS Office Suite
 - Ability and willingness to travel
 - Business level Japanese (JLPT N2+) is must and English (TOEIC 700+) is preferred
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Company Description