



## 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**

August 6th, 2024 10:00

### 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**