



## Account Manager

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### Job Information

**Hiring Company**

Gentherm Japan Inc.

**Job ID**

1480558

**Division**

Sales

**Industry**

Automobile and Parts

**Company Type**

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

**Non-Japanese Ratio**

Majority Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Chiyoda-ku

**Salary**

6 million yen ~ 10 million yen

**Refreshed**

June 26th, 2024 10:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**JOB TITLE:** Account Manager

**COUNTRY:** JAPAN Location TOKYO

**DEPARTMENT:** Sales

**BUSINESS UNIT:** AUTOMOTIVE

**EMPLOYEE CLASSIFICATION:** Employee

**REPORTS TO (TITLE):** Country Manager

**WORKING HOURS:** 40

**FT/PT:** Full Time

**IMPACT and OPPORTUNITY**

- Act as the commercial leader to introduce the designated products to Japan market and grow the sales revenue to achieve sales targets target
- To cooperate with designated team members achieving given objectives
- To introduce new products to the designated accounts/customers
- To severely increase market share of designated market/customers

**ESSENTIAL FUNCTIONS AND RESPONSIBILITIES:**

- Develop relationships with key customer through initiating and maintaining technical and commercial activities, using regular contact to identify customer opportunities and aggressively pursuing them into actual sales acquisitions.
- Establish/maintain company's reputation as the key supplier among all the targeted OEMs and Tier 1 customers to obtain the first hand business opportunities.
- Coordinate with other global KAMs to obtain the first hand vehicle launch plans, provide technical guidance based on product portfolio and support design interface in evaluating customer specs for the technical proposal.
- Lead interface with customer commercial and technical groups for product proposal, feasibility study and program launches, including participating in kick off meetings, coordination and support of prototype build event and other key customer events.
- Lead interface with internal PM, design/engineering activities for customer prototype and mass production builds, support program launches by managing all commercial aspects, lead kick-off/status/update meetings with affected team members of assigned programs, participation in feasibility study reviews, initiation and coordination of workshops with other team members and other global AMs, and other internal technical activities required for the successful launch of new programs.
- Drive the internal advance and engineer process for the new product development to satisfied customer desires and secure company's leading position in technique.
- Initiate, supervise and finalize cost models and provide quote packages for new business via company established quoting processes and rules
- Create, track and maintain sales forecasting for revenue of new business opportunities and achieve profitability targets, formulate sales budget to support company goals.
- Other duties as assigned by reporting Manager.

**TRAVEL:**

**LEADERSHIP RESPONSIBILITIES:** None

**COMPETENCIES:**

- Deliver Results
  - o Understand the mission and output of your team; set SMART objectives and deliver
- Drive Change
  - o Focus on agility and commitment to continuous improvement; Understand and act on internal and external drivers of change
- Build Capability
  - o Foster a culture of learning and development; Support individual growth through continuous feedback to achieve personal and professional goals
- Cultivate Innovation
  - o Openly embrace, create, implement and support new and innovative ideas, processes and technology that deliver business results

**company culture:**

- Entrepreneurship mindset.
- Positive mindset.
- Think and act by yourself instead of relying on others.
- Ability to work independently and also as a teamwork.
- Ability to proactively communicate with people.
- Have common sense in line with the times.
- Correct understanding and responsible behavior regarding DEI/LGBT.

**Required Skills**

**MINIMUM QUALIFICATIONS:**

- University Education.
- Automotive application sales or program/business management experience at a Tier 1 automotive supplier for more than 5 years
- Proficient in English language skills.
- Proficient computer skills, especially at excel, word and PowerPoint presentations
- High communication skills
- Self starter with high motivation
- 5 years automotive sales or business development experience in a Tier 1 supplier
- Be familiar with the working condition and culture of a foreign company in Japan
- Be familiar with OEM new product launch process, the experience with interior or Seat area will be a plus
- Strong project environment background will be considered

**PREFERRED QUALIFICATIONS:**

- University Education (Engineering or program management background as an added advantage)

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Company Description