



## 【900～万円】 Automotive Sales Account Manager

日本エスケイエフ株式会社での募集です。法人営業（自動車向け）のご経験のある方...

### Job Information

**Recruiter**

JAC Recruitment Co., Ltd.

**Hiring Company**

日本エスケイエフ株式会社

**Job ID**

1487950

**Industry**

Automobile and Parts

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Kanagawa Prefecture

**Salary**

9 million yen ~ Negotiable, based on experience

**Work Hours**

09:00 ~ 17:10

**Holidays**

【有給休暇】初年度 17日 1か月目から 【休日】完全週休二日制 土 日 祝日 年末年始 完全週休二日制（土・日）、祝日、年末...

**Refreshed**

August 1st, 2024 15:10

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

【求人No NJB2226718】

**Responsibility**

- ・ Manage and develop relationship with existing / new customers such as OEMs Tiers and Distributors and build up long term customer relationship.
- ・ Collect customers' needs requirements and pain points actively identify new business opportunities aligned with strategic targets for sustained profitable growth.

- Achieve sales targets (turnover profitability) implement the SKF growth and retention sales strategy.
  - Ensure the commercial and administrative follow up of assigned accounts.
  - Proactively coordinate activities and interact with global SKF team (Engineering Business development Project manager Customer service / logistics Quality Manufacturing etc.) to manage projects by following established processes.
  - Resolve problems and ensure customers receive high quality customer service.
  - Contribute for assigned accounts to Automotive Japan activities reports and strategy preparation.
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## Required Skills

Successful candidates should have (prerequisite)

- Bachelor's degree or equivalent in business or engineering
- Sales or purchasing experience in Automotive industry (at Japanese OEM or supplier) for more than 5 years
- Basic knowledge of Automotive development process for Japanese OEM (APQP etc.)
- Excellent commercial negotiation skills
- Excellent communication skills and positive attitude ability to work under highly competitive atmosphere
- Native level Japanese skills
- English skills (TOEIC 600 min.) + practical experience in global work environment verbal fluency to work on the phone / web meeting with overseas clusters.
- Presentation skills
- Fast learner and basic PC literacy (MS Word Excel PowerPoint SharePoint Teams etc.)
- Ability and willingness to travel (domestic and overseas)
- Possess a valid driver's license

Additional positive assets

- Global project management experience
  - People management experience / leadership skills
  - Automotive development experience and/or knowledge especially for Chassis or/and powertrain (e axle etc.) application
  - Experience working overseas
  - Mechatronics and Bearing knowledge
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## Company Description

ベアリングおよび関連製品の輸入・販売、スピンドル/シール/潤滑システム製品の製造・販売