

**MichaelPage**

www.michaelpage.co.jp

Account Executive - Global Electronics Distributor

Account Executive - Electronics

Job Information

Recruiter

Michael Page

Job ID

1489900

Industry

Distribution

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4 million yen ~ 5 million yen

Refreshed

August 8th, 2024 12:15

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

As an Account Executive, you will be responsible for the full sales cycle: following on the leads, establishing relationships, negotiations, deal closing, and above all - qualifying the customers. The position will require you to collaborate across the teams in EMEA, APAC and Americas.

Client Details

Our client is a global distributor of electronic components with a well-established reputation in sourcing, quality, and outstanding customer support. Our key strength is in providing solutions to supply chain disruptions that our customers face.

Description

- Generate revenue by proactively engaging with new and existing customers, and grow your account portfolio.
- Interact with clients via phone, email, chat, and on-site visits.
- Collaborate with customers and internal team to identify best solutions for the customer needs.

Job Offer

- Base salary starting at 4,000,000 + uncapped monthly incentives on successful deals.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

- Proven work experience in sales and business development in the B2B market.
- Ability to work independently to achieve set targets with a sense of ownership and responsibility.
- Strong verbal and written communication skills.
- Aptitude in negotiations and building professional relationships.

Language Proficiency:

- **Japanese:** Native level.
 - **English:** Business level.
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Company Description

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