



## Global Account Director, Japanese Multinational Sales

デンマーク本社 世界60ヶ国、614箇所の拠点に物流事業を展開！

## Job Information

**Hiring Company**

DSV Air &amp; Sea Co., Ltd.

**Subsidiary**

ディーエスヴィ・エアシー株式会社

**Job ID**

1491091

**Division**

APAC Commercial

**Industry**

Logistics, Storage

**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, Koto-ku

**Train Description**

Tozai Line, Monzennakacho Station

**Salary**

10 million yen ~ Negotiable, based on experience

**Work Hours**

フレックスタイム制 (コアタイム11:00~15:00)

**Holidays**

完全週休二日制 (土日祝)

**Refreshed**

April 15th, 2025 02:00

## General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Technical/Vocational College

**Visa Status**

Permission to work in Japan required

---

**Job Description**

**Designation** : Global Account Director, Japanese Multinational Sales, Asia-Pacific.

**Department** : APAC Commercial

**Role Summary:**

DSV is seeking an experienced and highly motivated Global Account Director for the development with strategic Japanese multinational companies.

The candidate will have a strong passion for Global Sales, and be highly driven to succeed.

The role is 70% hunting and 30% farming new business from target Japanese MNC customers where he or she owns and develops the relationship with Global decision makers in Asia-Pacific.

**Key Responsibilities:**Business Development

- Identify target customers basis potential, fitness with DSV service offerings, relationships and focus to Japanese multinational companies.
- Develop a strategy for the targeted accounts including clearly defined opportunities that matches the customer's expectations to where they would like to see DSV play.
- Document customer development plans in account plan and capture the sales activities in Dynamics CRM for a healthy pipeline and effective pipeline management.
- Lead the qualification of DSV as an approved provider including carrying out qualitative assessments, put in place master service agreements, credit agreements etc.
- Build strong partnerships with decision makers and key influencers at target customers and galvanize all relevant elements of the DSV organization to ensure we cover all stake holders at the customer locally, regionally and globally.
- Counterpart to overseas sales representatives, respective IVs, stakeholders
- Develop winning RFQ proposals.

Account Development.

- Work closely with Account Management and Operations globally to ensure DSV delivers and exceeds the agreed service levels.
- Manage escalations and develop effective corrective and preventive action plans.
- Organize and lead monthly/quarterly business reviews.
- Proactively identify new opportunities and expand our share of customer's logistics spend, through upselling Air & Sea services and cross-selling to other divisions.
- Work closely with customers to intimately understand their goals, strategic initiatives and needs, constantly adapting DSV's service offerings and delivery.
- Develop knowledge of best practices and new ideas within product, operations and relevant industry verticals, and tailor these into solutions for the customer.
- Drive spot quotes and tender success through effective engagement with customer, product, countries and the tender desk.

Stake Holder Management

- Engage divisional management on new opportunities for customer sponsorship and to allocate resources and remove red tape.
- Provide stakeholders with full visibility of account activities and performance.
- Communicate effectively in a truly global environment by providing guidance to operations, account management and management.

**Required Skills**• **Knowledge & Skills**

- Exceptional customer engagement and communication skills
- Demonstrated sales skills and the ability to follow through on leads
- Well-developed time management skills - ability to work to deadlines. Multitasking is essential
- Business acumen – dealing with complexity, problem solving using sound judgment.
- Identifying critical operational or other issues and recommending solutions
- Excellent negotiation skills for both internal and external parties

• **Education & Training**

- Bachelor degree or above in related field

• **Experience(Mandatory)**

- Min. 5 years of experience in freight forwarding, experience in managing Global account especially Japanese multinational companies

• **Personal Characteristics**

- High on energy, focus, motivation, accountability
- High level of integrity and professional working standards

- International mindset, presentable and articulate, able to work under pressure, result-oriented and customer-focused

• **Language Skills(Mandatory)**

- Native level of Japanese and Business level of English

• **Others**

- Overseas business trip

---

Company Description