



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 & Sea Co., Ltd.

Job ID

1491091

Division

APAC Commercial

Industry

Logistics, Storage

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Koto-ku

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

November 19th, 2024 12:00

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

- 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

- Native level of Japanese and Business level of English

Others

- Overseas business trip
-

