

**自動車用電子部品 セールスアカウントマネージャー****Job Information****Hiring Company**[Hella Japan Inc.](#)**Job ID**

1506278

**Division**

電子部品営業部

**Industry**

Automobile and Parts

**Company Type**

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

**Non-Japanese Ratio**

Majority Non-Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shinjuku-ku

**Train Description**

Marunouchi Line, Shinjuku Gyoen Mae Station

**Salary**

Negotiable, based on experience

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission included in indicated salary.

**Work Hours**

一日8時間

**Holidays**

土日祝日

**Refreshed**

April 14th, 2025 08:00

**General Requirements****Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation (Amount Used: English Only)

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

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**Job Description**

Support the Development, Design and Project Management departments together with engineering coordinators in Tokyo and groups around the World.

Support and improve the coordination between customers and the company for all projects

Support to create presentations and present these at Japanese customers and keep all parts of organization constantly informed of their activities through regular reporting

Provide products, pricing and market information to the Group members

Visit all customer's departments (e.g. Purchasing, Engineering, Quality etc.) to seek business growth opportunities and to actively review project status for business growth.

Support to align with Hella internal team for detailed sales activities.

Support discussion and negotiation with customers.

Maintain business process and workflow.

Operate data input and update for Sales system database.

Maintain customer order, forecast, and obtain production planning from customer. (e.g. short term, mid-term, and long term).

Support documentation work (Customer specific files and documentations)

Share and update information with team members properly.

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**Required Skills**

Experienced in Sales in the automotive industry at least 5 years (foreign company experience desired)

Strong negotiation skills with customers and internal related team members.

Strong interpersonal and cross-cultural skills

Open minded, self-motivated and team player

Proactive approach to all stakeholders

Intuitive understanding of customer needs

Commercial and technical background

Fluent communication skills in both Japanese and English, German would be a plus

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**Company Description**