



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

December 23rd, 2024 09:00

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

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.

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

Company Description