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Account Manager - Automotive Supplier (Tokyo)

Account Manager Automotive

Job Information

Recruiter
[Michael Page](#)
Job ID

1508316

Industry

Automobile and Parts

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 11 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

December 23rd, 2024 00:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

You will be responsible for the delivery of the growth targets and strategic positioning of the account. In addition, you will build relationships with customers and align internal teams for the common goals.

Client Details

Our client is a global leader in automotive industry. With a global presence, they consistently drive growth and deliver excellent service to their extensive client base.

Description

- Manage and grow relationships with existing clients
- Identify and pursue new business opportunities within the industry

- Understand and address client needs effectively
- Global accountability, high internal transparency with market intelligence and dynamically adjust our strategy, act as one team
- Develop strategic account plans to maximise profitability
- Act as facilitator to ensure commitments to customer are met in a timely manner and within budget
- Willingness to travel and international travel will be required

Job Offer

- A competitive salary
- A supportive work environment that values growth and development
- Opportunities for career growth and development.

If you are an experienced Account Manager looking for an exciting opportunity in Automotive industry, we encourage you to apply today.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Joana Inamori at +81368328649.

Required Skills

A successful Account Manager should have:

- Over 10 years of sales experience in automotive industry
- Excellent interpersonal, communication, and presentation skills
- Proven ability to understand customer needs, engage in proactive feedback, and recommend solutions
- English capability under multinational working environment
- Ability and experience to identify potential future products and trends
- Working experience at foreign based companies

Company Description

Listed on the London Stock Exchange, Michael Page is one of the world's leading professional recruitment consultancies, specialising in the placement of candidates in permanent, contract and temporary positions with clients in 35 countries on five continents.

In Japan, Michael Page brings global expertise to the local market, offering premium recruitment services in the specialist areas of Finance (including Banking), Accounting, Marketing, Sales, Engineering, IT/Technology, Supply Chain, and Human Resources. Our regional network of offices extends our reach in Singapore, Shanghai, Hong Kong, across Australia and around the world.

Michael Page consultants do not work on commission, a factor that promotes a unique team-based culture focused on partnering with clients and candidates alike. Our culture rewards the delivery of quality customer service rather than sales.

Michael Page's website www.michaelpage.co.jp provides an overview of our business as well as details of current trends in various employment categories, salary guides and interview advice for both employers and those seeking a new role.