



PR/116283 | Key Account Manager (Japanese-speaking N3 or above)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513372

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:20

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Key Account Manager (Japanese-speaking N3 or above)

Industry: Various wires, electrical equipment, sales, and trading business

Location: BTS Surasak

Working hours: Monday-Friday 08.30-17.30

Key Responsibilities:

- Develop and maintain strong relationships with key clients in the automotive trading industry.
- Act as the primary point of contact for Japanese-speaking clients, addressing their needs and concerns promptly.
- Identify opportunities to expand business with existing clients and develop strategies to achieve sales targets.
- Collaborate with internal teams to ensure seamless delivery of products and services.
- Conduct market research to stay updated on industry trends and competitor activities.
- Prepare and present regular reports on account status and performance to senior management.
- Negotiate contracts and agreements to maximize profit and ensure client satisfaction.

Qualifications:

- Bachelor's degree or above in business, marketing, or a related field.
- At least 2 years of experience in Sales or account management.
- Experience as a Key Account Manager or in a similar role within the automotive trading industry is a plus.
- Good in Japanese both written and spoken with JLPT N3 or above.
- Strong communication and interpersonal skills.
- Excellent negotiation and problem-solving abilities.
- Ability to work independently and as part of a team.

Benefits:

- Attractive bonus approx. 3 months.
- Group Health Insurance.
- Life Insurance.
- Provident fund.
- Transportation allowance (Actual reimbursement)
- Mobile Phone Allowance.

Company Description