

# MichaelPage

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## Key Account Manager (Kanagawa)

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#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1516610

**Division**

Key Account Manager (Kanagawa)

**Industry**

Electronics, Semiconductor

**Job Type**

Permanent Full-time

**Location**

Kanagawa Prefecture

**Salary**

9 million yen ~ 14 million yen

**Refreshed**

January 21st, 2025 16:08

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

We are looking for an ambitious Senior Account Manager who is motivated by challenges within the industrial / manufacturing industry. This exciting role will be primarily responsible for the sales department, managing sales strategies, and promoting growth within our company.

#### Client Details

The company is a large organization specializing in the industrial / manufacturing industry. Known for its innovative solutions and high-quality products, this international firm has established a strong presence in the market. Their headquarters is based in Yokohama, Japan.

#### Description

- Develop and execute strategic sales plans.
- Build and maintain relationships with key clients.
- Identify and target potential new markets.

- Deliver presentations and demonstrations to clients.
- Collaborate with the team to drive sales and boost company growth.
- Provide input on product development based on customer feedback.
- Monitor and analyze sales performance metrics.
- Lead, coach, and motivate the sales team to achieve sales targets.

#### **Job Offer**

- A competitive salary package up to around 14,000,000 JPY per annum.
- Generous retirement benefits.
- Opportunity to work in an international organization.
- Dynamic work environment with opportunity for career progression.

This is a superb opportunity for a Senior Account Manager who is looking to take their career to the next level in a leading industrial / manufacturing company. Don't miss out on this opportunity, apply now!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

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#### **Required Skills**

A successful Senior Account Manager should have:

- A degree in Business, Marketing, or a related field.
- Experience in the industrial / manufacturing industry.
- Excellent communication and negotiation skills.
- A proven track record in sales and account management.
- Strong leadership skills and the ability to lead a sales team.
- Fluency in English and Japanese, both written and spoken.

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#### **Company Description**

The hiring company is a large organization in the industrial and manufacturing sector, renowned for its quality products and services. Known for its international scope, the company is deeply committed to fostering a culture of excellence and innovation, offering employees the opportunity to grow and thrive.