



【lubricants industry】 Account Manager

Job Information

Hiring Company

[Cargill Japan LLC.](#)

Job ID

1520722

Industry

General Import, Export

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6.5 million yen ~ 7.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

February 6th, 2025 11:22

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

JOB PURPOSE AND IMPACT

The Account Manager will participate in face to face and remote selling to the company's new and existing customers, selling directly or indirectly through various sales channels. In this role, you will help assess customer needs and suggest appropriate products, services and solutions.

KEY ACCOUNTABILITIES

- Deliver annual business targets discussed and agreed with supervisor.
- Development and delivery of sales proposals and conducting detailed presentations for effective product demonstration.
- Build a business plan for each account developing strong client relationships.
- Plan daily activities, including customer visits and establish quantitative and qualitative objectives to achieve, timely update forecast, pipeline status, call reports, etc.

- Follow market and competition evolution, relaying information to senior staff.
 - Independently solve moderately complex issues with minimal supervision, while escalating more complex issues to appropriate staff.
 - Other duties as assigned
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Required Skills

Requirement:

1. Background in specialty chemicals material, the background in mechanical engineering is also can be considered but will also check whether have the experience in Mechanical lubrication and mechanical chemistry.
 2. More than 3~5 years specialty chemicals materials (lubricants industry preferred) related sales experiences, R&D background with good interpersonal skills and commercial potential can also be considered.
 3. Language skill- English fluently, Japanese Native.
 4. Relate openly and comfortably with diverse groups of people.
 5. Be organized and disciplined, good time / task management.
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Company Description