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Sales Account Manager

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Job Information

Recruiter
[Michael Page](#)
Hiring Company

Global manufacturing Technology company

Job ID

1526686

Division

Electronics and Automotive

Industry

Electronics, Semiconductor

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Refreshed

March 14th, 2025 16:47

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

We are seeking a highly motivated Sales Account Manager to drive sales growth and deepen relationships with our key accounts in the Industrial/Manufacturing sector in Tokyo.

Client Details

This role is with a large organization that is a global leader in providing cutting-edge technology solutions for the Industrial/Manufacturing industry. With a significant presence in Tokyo, the company prides itself on its innovative solutions and commitment to customer satisfaction.

Description

- Develop and implement strategic account plans to achieve sales targets.
- Build and maintain strong, long-lasting customer relationships.
- Navigate through complex sales cycles and remain knowledgeable about the Industrial/Manufacturing industry trends and competition.
- Effectively communicate the value proposition of our solutions to key accounts.
- Collaborate with internal teams to ensure customer satisfaction and resolve issues promptly.
- Provide accurate sales forecasts and report on account status regularly.
- Identify growth opportunities within key accounts and work with the team to realize these opportunities.
- Attend industry events and conferences to gather market intelligence and strengthen relationships.

Job Offer

- A competitive salary package
- Opportunity to work with major accounts in the Industrial/Manufacturing industry.
- A supportive company culture that values teamwork and innovation.
- Opportunities for professional growth and career progression within the company.

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

Required Skills

A successful Strategic Account Manager should have:

- Excellent understanding of the Industrial/Manufacturing industry and its sales cycles.
 - Strong interpersonal and communication skills to build relationships and negotiate effectively.
 - Proven ability to manage large accounts and achieve sales targets.
 - Strong analytical skills to develop strategic account plans and sales forecasts.
 - Ability to work collaboratively with internal teams to ensure customer satisfaction.
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Company Description

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