

「プロだからわかる、あなたのスキルが活躍の場所」
60以上の業界・職種に特化した専門チームがサポート

Robert—
—Walters

【英語を活かす】 Global Account Director

物流会社にて、**Global Account Director**の求人がございます。

Job Information

Recruiter

Robert Walters Japan (ロバート・ウォルターズ)

Hiring Company

グローバル物流企業

Job ID

1528050

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 8 million yen

Work Hours

お問い合わせください

Holidays

完全週休2日制, 土日祝日休み, 有給休暇

Refreshed

April 3rd, 2025 00:00

General Requirements

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

An international transport company is looking for a Global Account Director. The qualified applicant will identify target customers based on potential, company service fitness, relationships, and focus on multinational companies.

An international transport and logistics company. This organisation offers a variety of shipping and delivery services to clients across the globe. Operating across dozens of countries, they continue to be a powerful player in the international logistics world.

Keywords:

ビジネス, 営業, セールス, アカウントマネジメント, 求人, 外資系

Job Ref: ZBHV8S

Responsibilities:

- Strategise for targeted accounts, aligning opportunities with customer expectations
- Lead qualification of company as an approved provider and establish agreements
- Build partnerships with decision makers and key influencers at target customers
- Collaborate with account management and operations globally for service delivery
- Manage escalations and develop effective action plans
- Organise and lead regular business reviews
- Engage divisional management for customer sponsorship and resource allocation
- Provide stakeholders visibility of account activities and performance
- Communicate effectively in a global environment, guiding operations and management

Requirements:

- Bachelor's degree or above in a relevant domain
- More than 5 years of experience in freight forwarding
- Ability and willingness to travel internationally
- Native level Japanese; business level English

Company Description

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.