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## Sr. Account Manager - Power industry

### Sales Account Manager Industrial Systems

#### Job Information

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

1529089

**Industry**

Electric Power, Gas, Water

**Company Type**

Large Company (more than 300 employees)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ 15 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Salary Commission**

Commission paid on top of indicated salary.

**Refreshed**

March 26th, 2025 09:19

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**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

We are seeking a passionate Sr. Account Manager for our team who will be responsible for managing key accounts, maintaining a long term relationship with accounts and maximizing sales opportunities within them in the Power industry.

**Client Details**

Our client is a large organization operating within the Technology & B2B industry. With a global presence, they are leaders in

providing advanced software, services, and platforms that facilitate asset lifecycle intelligence within the power industry.

### Description

- Develop and sustain effective new business relationships with clients in order to leverage and set up effective account management.
- Drive revenue growth within assigned key accounts by understanding business strategy and needs.
- Manage and solve conflicts with clients and handle issues promptly to ensure client satisfaction.
- Coordinate with internal teams to ensure client needs are fulfilled effectively.
- Regularly update account plans and ensure the delivery of business critical & 'at risk' projects, renewals and pre-sales support.
- Deliver sales presentations and demonstrations to key clients.
- Maintain a deep understanding of the Technology & Power Industry and competitive landscape.
- Regularly travel to client locations in Tokyo to understand needs and provide solutions.

### Job Offer

- Comprehensive benefits package including standard health insurance, paid time off, and retirement savings plan.
- Opportunity to work in a thriving and professional environment in Tokyo.
- Regular travel to client locations, providing a unique opportunity to engage with industry leaders.

Join our team and take the next step in your career with a well-established company in the Power industry. Apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

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### Required Skills

- Proven experience in key account management in the Plant Engineering or Power industry.
- Strong communication and interpersonal skills with an aptitude in fostering long-term relationships.
- Excellent organizational skills with the ability to manage multiple accounts.
- Knowledge of CRM software and other sales applications such as, smart plant solutions, alarm, safety, security, monitoring, employee shift management, control system.
- Proficiency in English and Japanese.

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