

Michael Page

www.michaelpage.co.jp

Account Manager

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Job Information

Recruiter
[Michael Page](#)
Job ID

1530221

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 7 million yen

Refreshed

April 1st, 2025 13:47

General Requirements

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

This position entails managing key accounts in the industrial / manufacturing sector, focusing on sales growth and customer satisfaction. The Account Manager will build and maintain strong, long-lasting client relationships with customers in the semiconductor industry.

Client Details

The company is a well-established large organization in the industrial / manufacturing sector. Boasting a global footprint, they are renowned for their innovative solutions, sustainability efforts, and commitment to customer satisfaction.

Description

- Developing and maintaining strong relationships with key accounts.
- Identifying opportunities for sales growth within these accounts.
- Ensuring high levels of customer satisfaction and service.
- Collaborating with cross-functional internal teams to improve the entire customer experience.

- Creating and delivering presentations to key clients.
- Developing and implementing strategic plans to manage and grow accounts.
- Managing communication between key clients and internal teams.

Job Offer

- Work from home option for up to four days a week.
- Commute allowance to support your daily transportation.
- Comprehensive social and health insurance coverage.
- A collaborative and supportive company culture.
- Office hours are until 17:00

If you are a driven and customer-oriented professional looking to take your career to the next level in the industrial / manufacturing sector, we invite you to apply for the Account Manager position in Yokohama-City, Kanagawa-Pref.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

Required Skills

A successful Account Manager should have:

- Proven work experience as an Account Manager or similar sales role.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Strong listening, negotiation and presentation skills.
- Knowledge of CRM software and MS Office.
- Understanding of sales performance metrics.
- Experience delivering client-focused solutions to customer needs.
- Japanese and business level English.

Company Description

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