

MichaelPage

www.michaelpage.co.jp

Account Manager

Account Manager

Job Information

Recruiter

Michael Page

Job ID

1534847

Industry

Machinery

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

April 23rd, 2025 11:34

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

The company is recruiting for an Account Manager to join their energy sales team, who will be responsible for nurturing client relationships and driving sales growth in Tokyo.

Client Details

This opportunity comes from a large organization in the industrial / manufacturing sector, recognized for its leading-edge technology and sustainable solutions. Headquartered in Tokyo, the company is committed to fostering an environment of innovation and has a diverse, international workforce.

Description

- Building and maintaining long-term relationships with clients

- Developing a deep understanding of customer needs and requirements
- Expanding our customer base and actively seeking new sales opportunities
- Setting and tracking sales targets for the team
- Collaborating with internal teams to ensure customer satisfaction
- Reporting on sales results to senior management
- Participating in industry events and conferences
- Keeping abreast of new product offerings and market trends

Job Offer

- Comprehensive benefits including commute allowance, social insurance, and health insurance
- A hybrid work model offering flexibility and work-life balance, up to three times work-from-home per week
- An inclusive, diverse and innovative company culture
- Opportunities for career growth and professional development

Join our team and contribute to a forward-thinking, sustainable future in the industrial and energy industry. Apply now and let's build success together in Tokyo!

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:

- A degree in Business Administration, Marketing or related field
- Prior experience in a sales or account management role
- Knowledge of the industrial / manufacturing industry
- Strong negotiation and leadership skills
- Proficiency in English and Japanese
- Excellent communication and interpersonal skills
- Proficiency in CRM software and Microsoft Office Suite
- Ability to manage multiple accounts effectively

Company Description

This opportunity comes from a large organization in the industrial / manufacturing sector, recognized for its leading-edge technology and sustainable solutions. Headquartered in Tokyo, the company is committed to fostering an environment of innovation and has a diverse, international workforce.