



## Global Account Manager, Automotive Business (12-25M YEN)

international company, flexible,

### 募集職種

#### 採用企業名

エヌビディア

#### 支社・支店

Nvidia

#### 求人ID

1462775

#### 部署名

Sales

#### 業種

その他 (IT・インターネット・ゲーム)

#### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

1200万円 ~ 2500万円

#### ボーナス

固定給+ボーナス

#### 更新日

2024年07月04日 02:00

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

エグゼクティブ・経営幹部レベル

#### 英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

#### 日本語レベル

流暢

#### 最終学歴

大学卒 : 学士号

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

Our work is at the center of the most consequential mega-trends in technology - virtual reality, artificial intelligence and self-driving - and there has never been a more exciting time to join our team. NVIDIA's World Wide Field Operation Group is looking for a Senior Account Manager in Tokyo, Japan for supporting Automotive business.

**What you'll be doing:**

- Enthusiastically grow Japanese Automotive account business with our DRIVE and data center products
  - Balance distributor, channel and Partners
  - Matchmaking and bridge global end customers with embedded and enterprise system partners
  - Develop outstanding strategic relationships with customers' R&D and procurement teams in order to understand customers' system architecture, existing solutions, development plans and competition
  - Develop new opportunity pipelines and drive design wins
  - Understanding and guide delivery of NVIDIA value proposition, key features, product messages, positioning
  - Engage appropriate NVIDIA resources as part of a virtual sales team
  - Provide market and partners feedback to product teams to drive strategic alignment
  - Provide projects pipeline, forecast and accounts update periodically
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スキル・資格

**What we need to see:**

- Over 10 years at Automotive product and sales experience
  - 3+ years of leadership experience
  - Successful experience with Japanese Automotive companies
  - Executive-level sales knowledge and experience
  - Excellent both English and Japanese / communication / presentation skills
  - Good organization ability / proactive
  - Data Center business experience is a plus
  - Distributor and channel management experience is helpful
  - Familiar with AI DL, Embedded environments is a plus
  - Education: BS EE, Computer science is plus
  - Strong customer relationship skills
  - Ambitious, inventive, market savvy, creative thinking
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会社説明