



【Bilingual Hiring · Global Company】 Key Account Manager

Remote Work Available

募集職種

採用企業名

コンガテックジャパン株式会社

求人ID

1467189

業種

電気・電子・半導体

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

700万円 ~ 経験考慮の上、応相談

歩合給

固定給+歩合給

勤務時間

8

更新日

2024年08月07日 03:00

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

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

ネイティブ

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

- Create, execute and lead sales plans in Japanese market
- Develop new customers, based on incoming inquiries through marcom activities
- Manage project price setting coordinated with sales partners, along with company policies
- Coordinate all related internal functions, such as technical support and SCM through congatec global operations, to achieve Design Win and sales revenue targets
- Collaborate with integration partners to meet customer requirements for product offer solutions

- Maintain relationship with existing customers, ensuring delivery management, after sales coordination, for customer satisfaction
 - Participate and support marcom activities of exhibitions and conferences
 - Develop and maintain cooperation with sales channel partners
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スキル・資格

- Bachelor degree or higher in engineering or business
 - 10+ years sales experience in semiconductor and electronics components, computer-on-modules, single-board computers, and/or industrial PC products
 - Project management to achieve design wins and sales at target industries and customers
 - Excellent verbal and written communication skills, both internal and external operations
 - Business level English in writing and speaking to coordinate internal operations among related functions
 - Proficiency in using CRM, ERP and basic business applications (PowerPoint, Word, Excel)
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会社説明