



Key Account Manager for tier1 auto

イギリス本社 SMR Automotive社のグループ企業

募集職種

採用企業名

美里工業株式会社

求人ID

1475389

業種

自動車・自動車部品

雇用形態

正社員

勤務地

神奈川県, 海老名市

最寄駅

小田急小田原線、海老名駅

給与

800万円 ~ 1000万円

勤務時間

Full flex: standard working hour 8:30-17:30

休日・休暇

Saturday, Sunday (Total 121 days)

更新日

2024年07月09日 10:00

応募必要条件

職務経験

6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: 25%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

Key Account Manager

A multinational automotive manufacturer is looking for a Key Account Manager. The selected applicant will oversee the complete sales and business development process of fluid management systems activity and strengthen relationships with customers.

Responsibilities:

- Manage new contract acquisition activities including building sales strategies, promotions, quotations, breakdowns
 - Handle existing project activities such as meetings with customers, managing issues, protecting/improving margins, collecting AR
 - Develop potential opportunities in automotive markets (cope with RFQ activities)
 - Collect customer information, market information, and competitor information
 - Communicate with overseas members of the company.
 - Lead on Japanese customer worldwide actions, global coordination when needed
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スキル・資格

Requirements:

- Bachelor's degree or above in commercial or engineering
 - More than 3 years of sales experience in the automotive or similar industry
 - Prior sales experience with main Japanese automotive OEMs is a plus
 - Proficient in MS Office Suite
 - Ability and willingness to travel
 - Business level Japanese (JLPT N2+) is must and English (TOEIC 700+) is preferred
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会社説明