

## 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

2025年03月11日 06:00

### 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