



Account Manager

研修期間中は東京駅のオフィスまでご出社できる方

募集職種

採用企業名

ジェンサームジャパン株式会社 (THRM)

求人ID

1480558

部署名

Sales

業種

自動車・自動車部品

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

東京都 23区, 千代田区

給与

600万円 ~ 1000万円

更新日

2024年07月17日 00:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

JOB TITLE: Account Manager

COUNTRY: JAPAN Location TOKYO

DEPARTMENT: Sales

BUSINESS UNIT: AUTOMOTIVE

EMPLOYEE CLASSIFICATION: Employee

REPORTS TO (TITLE): Country Manager

WORKING HOURS: 40

FT/PT: Full Time

IMPACT and OPPORTUNITY

- Act as the commercial leader to introduce the designated products to Japan market and grow the sales revenue to achieve sales targets target
- To cooperate with designated team members achieving given objectives
- To introduce new products to the designated accounts/customers
- To severely increase market share of designated market/customers

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES:

- Develop relationships with key customer through initiating and maintaining technical and commercial activities, using regular contact to identify customer opportunities and aggressively pursuing them into actual sales acquisitions.
- Establish/maintain company's reputation as the key supplier among all the targeted OEMs and Tier 1 customers to obtain the first hand business opportunities.
- Coordinate with other global KAMs to obtain the first hand vehicle launch plans, provide technical guidance based on product portfolio and support design interface in evaluating customer specs for the technical proposal.
- Lead interface with customer commercial and technical groups for product proposal, feasibility study and program launches, including participating in kick off meetings, coordination and support of prototype build event and other key customer events.
- Lead interface with internal PM, design/engineering activities for customer prototype and mass production builds, support program launches by managing all commercial aspects, lead kick-off/status/update meetings with affected team members of assigned programs, participation in feasibility study reviews, initiation and coordination of workshops with other team members and other global AMs, and other internal technical activities required for the successful launch of new programs.
- Drive the internal advance and engineer process for the new product development to satisfied customer desires and secure company's leading position in technique.
- Initiate, supervise and finalize cost models and provide quote packages for new business via company established quoting processes and rules
- Create, track and maintain sales forecasting for revenue of new business opportunities and achieve profitability targets, formulate sales budget to support company goals.
- Other duties as assigned by reporting Manager.

TRAVEL:

LEADERSHIP RESPONSIBILITIES: None

COMPETENCIES:

- Deliver Results
 - o Understand the mission and output of your team; set SMART objectives and deliver
- Drive Change
 - o Focus on agility and commitment to continuous improvement; Understand and act on internal and external drivers of change
- Build Capability
 - o Foster a culture of learning and development; Support individual growth through continuous feedback to achieve personal and professional goals
- Cultivate Innovation
 - o Openly embrace, create, implement and support new and innovative ideas, processes and technology that deliver business results

company culture:

- Entrepreneurship mindset.
- Positive mindset.
- Think and act by yourself instead of relying on others.
- Ability to work independently and also as a teamwork.
- Ability to proactively communicate with people.
- Have common sense in line with the times.
- Correct understanding and responsible behavior regarding DEI/LGBT.

スキル・資格

MINIMUM QUALIFICATIONS:

- University Education.
- Automotive application sales or program/business management experience at a Tier 1 automotive supplier for more than 5 years
- Proficient in English language skills.
- Proficient computer skills, especially at excel, word and PowerPoint presentations
- High communication skills
- Self starter with high motivation
- 5 years automotive sales or business development experience in a Tier 1 supplier
- Be familiar with the working condition and culture of a foreign company in Japan
- Be familiar with OEM new product launch process, the experience with interior or Seat area will be a plus
- Strong project environment background will be considered

PREFERRED QUALIFICATIONS:

- University Education (Engineering or program management background as an added advantage)

会社説明