

Key Account Manager - Data Center UPS

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募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1484640

業種

電気・電子・半導体

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1500万円

更新日

2024年06月27日 15:43

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル

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

As a Key Account Manager, you will be responsible to provide day-to-day account management and business development towards data centre customers. You will be in charge of developing and maintaining trusted relationships with existing client accounts in Japan. Your role involves proactively communicating with the clients to understand their demands, pain points and provide optimal solutions in collaboration with the engineering team.

Client Details

Our client is a multinational company that specialises in electrical systems, hydraulics, and aerospace components, ranging from circuit breakers and hydraulic pumps to aircraft fuel systems and power management solutions. Their innovative technologies serve various industries, including automotive, construction, and aviation.

Description

Relationship Building:

- Develop and nurture strong relationships with existing clients.
- Understand their needs, pain points, and business objectives.

Internal communication:

- Continuously provide feedback and demands to the engineering team.
- Collaborate with cross-functional teams to create tailored solutions.

Sales Strategy:

- Set and track sales targets and develop strategies on achieving set targets.
- Suggest and implement improvements in the sales administration process.
- Coordinate department objectives to meet deadlines.

Communication and Negotiation:

- Utilise your strong communication and interpersonal skills to engage with professionals at all organisational levels.
- Negotiate effectively to achieve win-win outcomes.

Job Offer

- **Competitive Salary:** You can expect a salary range of **10 - 15 million yen.**

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

スキル・資格

Sales Experience:

- Proven work experience in account management, preferably in the electronics/data-center solutions industry.
- Ability to provide solutions based on customer needs.

Previous Roles:

- Experience as a key account manager, sales manager, or project manager.
- Familiarity with managing client relationships.

Industry Knowledge:

- Experience in UPS, EMS or related fields is essential.

Communication Skills:

- Strong verbal and written communication skills.
- Aptitude in negotiations and building professional relationships.

Language Proficiency:

- **Japanese:** Native level.
 - **English:** Business level.
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会社説明

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