



【900～万円】 Automotive Sales Account Manager

日本エスケイエフ株式会社での募集です。法人営業（自動車向け）のご経験のある方...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

日本エスケイエフ株式会社

求人ID

1487950

業種

自動車・自動車部品

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県

給与

900万円～経験考慮の上、応相談

勤務時間

09:00～17:10

休日・休暇

【有給休暇】初年度17日1か月目から【休日】完全週休二日制 土日 祝日 年末年始 完全週休二日制（土・日）、祝日、年末...

更新日

2024年08月01日 15:10

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

ビジネス会話レベル

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

【求人No NJB2226718】

Responsibility

- ・ Manage and develop relationship with existing / new customers such as OEMs Tiers and Distributors and build up long term customer relationship.
- ・ Collect customers' needs requirements and pain points actively identify new business opportunities aligned with strategic targets for sustained profitable growth.

- Achieve sales targets (turnover profitability) implement the SKF growth and retention sales strategy.
 - Ensure the commercial and administrative follow up of assigned accounts.
 - Proactively coordinate activities and interact with global SKF team (Engineering Business development Project manager Customer service / logistics Quality Manufacturing etc.) to manage projects by following established processes.
 - Resolve problems and ensure customers receive high quality customer service.
 - Contribute for assigned accounts to Automotive Japan activities reports and strategy preparation.
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スキル・資格

Successful candidates should have (prerequisite)

- Bachelor's degree or equivalent in business or engineering
- Sales or purchasing experience in Automotive industry (at Japanese OEM or supplier) for more than 5 years
- Basic knowledge of Automotive development process for Japanese OEM (APQP etc.)
- Excellent commercial negotiation skills
- Excellent communication skills and positive attitude ability to work under highly competitive atmosphere
- Native level Japanese skills
- English skills (TOEIC 600 min.) + practical experience in global work environment verbal fluency to work on the phone / web meeting with overseas clusters.
- Presentation skills
- Fast learner and basic PC literacy (MS Word Excel PowerPoint SharePoint Teams etc.)
- Ability and willingness to travel (domestic and overseas)
- Possess a valid driver's license

Additional positive assets

- Global project management experience
 - People management experience / leadership skills
 - Automotive development experience and/or knowledge especially for Chassis or/and powertrain (e axle etc.) application
 - Experience working overseas
 - Mechatronics and Bearing knowledge
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会社説明

ベアリングおよび関連製品の輸入・販売、スピンドル/シール/潤滑システム製品の製造・販売