



Global Account Director, Japanese Multinational Sales

デンマーク本社 世界60ヶ国、614箇所の拠点に物流事業を展開！

募集職種

採用企業名

ディエスヴィ・エアージー株式会社

求人ID

1491091

部署名

APAC Commercial

業種

物流・倉庫

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区, 江東区

給与

1000万円～経験考慮の上、応相談

勤務時間

フレックスタイム制（コアタイム11:00～15:00）

休日・休暇

完全週休二日制（土日祝）

更新日

2024年11月19日 12:00

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

日本語レベル

ネイティブ

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

Designation : Global Account Director, Japanese Multinational Sales, Asia-Pacific.

Department : APAC Commercial

Role Summary:

DSV is seeking an experienced and highly motivated Global Account Director for the development with strategic Japanese multinational companies.

The candidate will have a strong passion for Global Sales, and be highly driven to succeed.

The role is 70% hunting and 30% farming new business from target Japanese MNC customers where he or she owns and develops the relationship with Global decision makers in Asia-Pacific.

Key Responsibilities:Business Development

- Identify target customers basis potential, fitness with DSV service offerings, relationships and focus to Japanese multinational companies.
- Develop a strategy for the targeted accounts including clearly defined opportunities that matches the customer's expectations to where they would like to see DSV play.
- Document customer development plans in account plan and capture the sales activities in Dynamics CRM for a healthy pipeline and effective pipeline management.
- Lead the qualification of DSV as an approved provider including carrying out qualitative assessments, put in place master service agreements, credit agreements etc.
- Build strong partnerships with decision makers and key influencers at target customers and galvanize all relevant elements of the DSV organization to ensure we cover all stake holders at the customer locally, regionally and globally.
- Counterpart to overseas sales representatives, respective IVs, stakeholders
- Develop winning RFQ proposals.

Account Development

- Work closely with Account Management and Operations globally to ensure DSV delivers and exceeds the agreed service levels.
- Manage escalations and develop effective corrective and preventive action plans.
- Organize and lead monthly/quarterly business reviews.
- Proactively identify new opportunities and expand our share of customer's logistics spend, through upselling Air & Sea services and cross-selling to other divisions.
- Work closely with customers to intimately understand their goals, strategic initiatives and needs, constantly adapting DSV's service offerings and delivery.
- Develop knowledge of best practices and new ideas within product, operations and relevant industry verticals, and tailor these into solutions for the customer.
- Drive spot quotes and tender success through effective engagement with customer, product, countries and the tender desk.

Stake Holder Management

- Engage divisional management on new opportunities for customer sponsorship and to allocate resources and remove red tape.
- Provide stakeholders with full visibility of account activities and performance.
- Communicate effectively in a truly global environment by providing guidance to operations, account management and management.

スキル・資格

- **Knowledge & Skills**

- Exceptional customer engagement and communication skills
- Demonstrated sales skills and the ability to follow through on leads
- Well-developed time management skills - ability to work to deadlines. Multitasking is essential
- Business acumen – dealing with complexity, problem solving using sound judgment.
- Identifying critical operational or other issues and recommending solutions
- Excellent negotiation skills for both internal and external parties

- **Education & Training**

- Bachelor degree or above in related field

- **Experience**

- Min. 5 years of experience in freight forwarding, experience in managing Global account especially Japanese multinational companies

- **Personal Characteristics**

- High on energy, focus, motivation, accountability
- High level of integrity and professional working standards
- International mindset, presentable and articulate, able to work under pressure, result-oriented and customer-focused

- **Language Skills**

- Native level of Japanese and Business level of English

- **Others**

- Overseas business trip
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