



自動車用電子部品 セールスアカウントマネージャー

募集職種

採用企業名

ヘラージャパン株式会社

求人ID

1506278

部署名

電子部品営業部

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 多数

雇用形態

正社員

勤務地

東京都 23区, 新宿区

最寄駅

丸の内線、 新宿御苑前駅

給与

経験考慮の上、応相談

ボーナス

固定給+ボーナス

歩合給

給与：歩合給込み

勤務時間

一日8時間

休日・休暇

土日祝日

更新日

2025年01月06日 08:00

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

日常会話レベル (英語使用比率: 常時英語)

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

Support the Development, Design and Project Management departments together with engineering coordinators in Tokyo and groups around the World.

Support and improve the coordination between customers and the company for all projects

Support to create presentations and present these at Japanese customers and keep all parts of organization constantly informed of their activities through regular reporting

Provide products, pricing and market information to the Group members

Visit all customer's departments (e.g. Purchasing, Engineering, Quality etc.) to seek business growth opportunities and to actively review project status for business growth.

Support to align with Hella internal team for detailed sales activities.

Support discussion and negotiation with customers.

Maintain business process and workflow.

Operate data input and update for Sales system database.

Maintain customer order, forecast, and obtain production planning from customer. (e.g. short term, mid-term, and long term).

Support documentation work (Customer specific files and documentations)

Share and update information with team members properly.

スキル・資格

Experienced in Sales in the automotive industry at least 5 years (foreign company experience desired)

Strong negotiation skills with customers and internal related team members.

Strong interpersonal and cross-cultural skills

Open minded, self-motivated and team player

Proactive approach to all stakeholders

Intuitive understanding of customer needs

Commercial and technical background

Fluent communication skills in both Japanese and English, German would be a plus

会社説明