

MichaelPage

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Account Manager

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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

1510875

業種

その他（メーカー）

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

給与

700万円 ~ 1000万円

ボーナス

固定給+ボーナス

更新日

2024年12月16日 10:16

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

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

This position requires an Account Manager who will play a vital role in maintaining client relationships in the industrial/manufacturing industry, based in Chiyoda-ku. The successful candidate will be responsible for sales and business development activities.

Client Details

The company is a multinational organization operating in the industrial and manufacturing sector. They pride themselves on delivering top-quality products and services to their clients globally and fostering an environment where employees can thrive and build their careers.

Description

- Develop and maintain relationships with key clients in the industrial/manufacturing sector.
- Identify and exploit new business opportunities to drive sales growth.
- Manage sales pipeline and report on sales performance metrics.
- Collaborate with internal departments to ensure client needs are fulfilled effectively.
- Participate in contract negotiations and closing deals.
- Stay updated on industry trends and market conditions.
- Provide excellent customer service to ensure client satisfaction.
- Conduct regular client visits to build and maintain strong relationships.

Job Offer

- Comprehensive benefits package including commute allowance, health insurance, and social insurance.
- Opportunity to work in a progressive and forward-thinking environment.
- A chance to build a career with a leading company in the industrial/manufacturing industry.
- Dynamic work location in Chiyoda-ku.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Nobah Motohashi on +81368328940.

スキル・資格

A successful Account Manager IA should have:

- B.A in Engineering and a post graduate qualification in sales and marketing are highly considered
- Proven track record in a sales or account management role within the industrial/manufacturing sector.
- Previous experience working in a multi-national company and selling similar or associated products (Piping, MV Cable, Cable Tray, Clamps, Hose, Automotive parts, Compression Fittings)
- Experience in or setting up distribution networks for projects and wholesales
- Excellent communication, negotiation, and relationship-building skills.
- Strong understanding of customer and market dynamics in the industrial/manufacturing industry.
- Ability to work independently and as part of a team.

会社説明

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