

MichaelPage

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## Account Executive - Global Electronics Distributor

## Account Executive - Electronics

## 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

1514409

## 業種

流通

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

400万円 ~ 500万円

## 更新日

2025年01月06日 11:19

## 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

As an Account Executive, you will be responsible for the full sales cycle: following on the leads, establishing relationships, negotiations, deal closing, and above all - qualifying the customers. The position will require you to collaborate across the teams in EMEA, APAC and Americas.

## Client Details

Our client is a global distributor of electronic components with a well-established reputation in sourcing, quality, and outstanding customer support. Our key strength is in providing solutions to supply chain disruptions that our customers face.

## Description

- Generate revenue by proactively engaging with new and existing customers, and grow your account portfolio.
- Interact with clients via phone, email, chat, and on-site visits.
- Collaborate with customers and internal team to identify best solutions for the customer needs.

## Job Offer

- **Base salary starting at 4,000,000 + uncapped monthly incentives on successful deals.**

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.

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### スキル・資格

- Proven work experience in sales and business development in the B2B market.
- Ability to work independently to achieve set targets with a sense of ownership and responsibility.
- 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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