

MichaelPage

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Key Account Manager (Automotive Supplier, Junior level)

sales, automotive

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

1515872

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

雇用形態

正社員

勤務地

神奈川県

給与

400万円 ~ 600万円

ボーナス

給与：ボーナス込み

歩合給

給与：歩合給込み

更新日

2025年01月17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

日常会話レベル

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

You will be responsible for several big vehicle accounts, achievement of sales growth target through customer relationship management, lead generation, opportunity development, contract negotiation, etc.

Client Details

My client is a global leader in high-end connecting solutions for the vehicle industry and for high-value applications in industrial segments which offer engineering, prototyping and testing support to quickly create comprehensive solutions for overcoming connecting challenges.

Description

- Define, monitor and review account strategy for assigned key accounts, long-term growth target per key account and budgeting targets for KA
- Protects and grows business at key account according to targets, drives sales activities to serve the key account's needs and interact with global KAM
- Responsible for price management, commercial terms (shipping, payment, contracts etc.), and engineering change requests, facilitate commercial reviews with key accounts
- Identify technical challenges, promote innovation, coordinate development and drive customer adoption of solutions
- Manage customer projects, supports customer complaints and provide field service and support
- Coordinate team to increase customer satisfaction

Job Offer

- An estimated annual salary of 6,000,000 JPY
- Opportunity to work in a vibrant and professional environment in Yokohama.
- Competitive benefits package.
- Great career progression opportunities.
- Chance to be a part of a global organization.

We look forward to your application and the prospect of you joining our team. Apply now to embark on a rewarding career journey with us.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Joana Inamori at +81368328649.

スキル・資格

A successful Key Account Manager should have:

- Strong sense of customer centricity and performance-driven personality
- Strong communication, negotiation, and interpersonal skills.
- Highly motivated with a drive to succeed and a passion for sales.
- Ability to build lasting business relationships
- Proficiency in English (oral and written communication skills are plus)

会社説明

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