



## 【lubricants industry】 Account Manager

## 募集職種

## 採用企業名

カーギルジャパン合同会社

## 求人ID

1520722

## 業種

総合商社

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

650万円 ~ 750万円

## ボーナス

固定給+ボーナス

## 更新日

2025年03月06日 12:00

## 応募必要条件

## 職務経験

3年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

流暢 (英語使用比率: 50%程度)

## 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

## JOB PURPOSE AND IMPACT

The Account Manager will participate in face to face and remote selling to the company's new and existing customers, selling directly or indirectly through various sales channels. In this role, you will help assess customer needs and suggest appropriate products, services and solutions.

## KEY ACCOUNTABILITIES

- Deliver annual business targets discussed and agreed with supervisor.
- Development and delivery of sales proposals and conducting detailed presentations for effective product demonstration.
- Build a business plan for each account developing strong client relationships.
- Plan daily activities, including customer visits and establish quantitative and qualitative objectives to achieve, timely update forecast, pipeline status, call reports, etc.

- Follow market and competition evolution, relaying information to senior staff.
  - Independently solve moderately complex issues with minimal supervision, while escalating more complex issues to appropriate staff.
  - Other duties as assigned
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## スキル・資格

### **Requirement:**

1. Background in specialty chemicals material, the background in mechanical engineering is also can be considered but will also check whether have the experience in Mechanical lubrication and mechanical chemistry.
  2. More than 3~5 years specialty chemicals materials (lubricants industry preferred) related sales experiences, R&D background with good interpersonal skills and commercial potential can also be considered.
  3. Language skill- English fluently, Japanese Native.
  4. Relate openly and comfortably with diverse groups of people.
  5. Be organized and disciplined, good time / task management.
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## 会社説明