CareerCross by JAC Recruitment

Cargill

【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04月17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

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.

会社説明

スキル・資格

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