

MichaelPage

www.michaelpage.co.jp

Sales Account Manager

Sales Account Manager

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

採用企業名

Global manufacturing Technology company

求人ID

1526686

部署名

Electronics and Automotive

業種

電気・電子・半導体

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

東京都 23区

給与

800万円 ~ 1200万円

更新日

2025年03月14日 16:47

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

We are seeking a highly motivated Sales Account Manager to drive sales growth and deepen relationships with our key accounts in the Industrial/Manufacturing sector in Tokyo.

Client Details

This role is with a large organization that is a global leader in providing cutting-edge technology solutions for the Industrial/Manufacturing industry. With a significant presence in Tokyo, the company prides itself on its innovative solutions and commitment to customer satisfaction.

Description

- Develop and implement strategic account plans to achieve sales targets.
- Build and maintain strong, long-lasting customer relationships.
- Navigate through complex sales cycles and remain knowledgeable about the Industrial/Manufacturing industry trends and competition.
- Effectively communicate the value proposition of our solutions to key accounts.
- Collaborate with internal teams to ensure customer satisfaction and resolve issues promptly.
- Provide accurate sales forecasts and report on account status regularly.
- Identify growth opportunities within key accounts and work with the team to realize these opportunities.
- Attend industry events and conferences to gather market intelligence and strengthen relationships.

Job Offer

- A competitive salary package
- Opportunity to work with major accounts in the Industrial/Manufacturing industry.
- A supportive company culture that values teamwork and innovation.
- Opportunities for professional growth and career progression within the company.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Vitalis Menya on +813 6627 6053.

スキル・資格

A successful Strategic Account Manager should have:

- Excellent understanding of the Industrial/Manufacturing industry and its sales cycles.
 - Strong interpersonal and communication skills to build relationships and negotiate effectively.
 - Proven ability to manage large accounts and achieve sales targets.
 - Strong analytical skills to develop strategic account plans and sales forecasts.
 - Ability to work collaboratively with internal teams to ensure customer satisfaction.
-

会社説明

This role is with a large organization that is a global leader in providing cutting-edge technology solutions for the Industrial/Manufacturing industry. With a significant presence in Tokyo, the company prides itself on its innovative solutions and commitment to customer satisfaction.