

「プロだからわかる、あなたのスキルが活躍の場所」
60以上の業界・職種に特化した専門チームがサポート

Robert—
—Walters

【英語を活かす】 Global Account Director

物流会社にて、Global Account Directorの求人がございます。

募集職種

人材紹介会社

ロバート・ウォルターズ (Robert Walters)

採用企業名

グローバル物流企業

求人ID

1528050

業種

物流・倉庫

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 800万円

勤務時間

お問い合わせください

休日・休暇

完全週休2日制, 土日祝日休み, 有給休暇

更新日

2025年04月03日 00:00

応募必要条件

キャリアレベル

エグゼクティブ・経営幹部レベル

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

An international transport company is looking for a Global Account Director. The qualified applicant will identify target customers based on potential, company service fitness, relationships, and focus on multinational companies.

An international transport and logistics company. This organisation offers a variety of shipping and delivery services to clients across the globe. Operating across dozens of countries, they continue to be a powerful player in the international logistics world.

Keywords:

ビジネス, 営業, セールス, アカウントマネジメント, 求人, 外資系

Job Ref: ZBHV8S

Responsibilities:

- Strategise for targeted accounts, aligning opportunities with customer expectations
- Lead qualification of company as an approved provider and establish agreements
- Build partnerships with decision makers and key influencers at target customers
- Collaborate with account management and operations globally for service delivery
- Manage escalations and develop effective action plans
- Organise and lead regular business reviews
- Engage divisional management for customer sponsorship and resource allocation
- Provide stakeholders visibility of account activities and performance
- Communicate effectively in a global environment, guiding operations and management

Requirements:

- Bachelor's degree or above in a relevant domain
- More than 5 years of experience in freight forwarding
- Ability and willingness to travel internationally
- Native level Japanese; business level English

会社説明

We've been a driving force in the Japanese bilingual recruitment market, providing high quality candidates for our clients and access to the best jobs for over 20 years. We operate a team-based profit share system which, we believe, sets us apart from the majority of competitors by enabling us to always put the interests of our clients and candidates first. That means we can find the best fit for employer and job seeker, and we never push people into unsuitable roles.