

MichaelPage

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Sr. Account Manager - Power industry

Sales Account Manager Industrial Systems

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

1529089

業種

電力・ガス・水道

会社の種類

大手企業 (300名を超える従業員数)

雇用形態

正社員

勤務地

東京都 23区

給与

1000万円 ~ 1500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2025年03月26日 09:19

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

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

We are seeking a passionate Sr. Account Manager for our team who will be responsible for managing key accounts, maintaining a long term relationship with accounts and maximizing sales opportunities within them in the Power industry.

Client Details

Our client is a large organization operating within the Technology & B2B industry. With a global presence, they are leaders in

providing advanced software, services, and platforms that facilitate asset lifecycle intelligence within the power industry.

Description

- Develop and sustain effective new business relationships with clients in order to leverage and set up effective account management.
- Drive revenue growth within assigned key accounts by understanding business strategy and needs.
- Manage and solve conflicts with clients and handle issues promptly to ensure client satisfaction.
- Coordinate with internal teams to ensure client needs are fulfilled effectively.
- Regularly update account plans and ensure the delivery of business critical & 'at risk' projects, renewals and pre-sales support.
- Deliver sales presentations and demonstrations to key clients.
- Maintain a deep understanding of the Technology & Power Industry and competitive landscape.
- Regularly travel to client locations in Tokyo to understand needs and provide solutions.

Job Offer

- Comprehensive benefits package including standard health insurance, paid time off, and retirement savings plan.
- Opportunity to work in a thriving and professional environment in Tokyo.
- Regular travel to client locations, providing a unique opportunity to engage with industry leaders.

Join our team and take the next step in your career with a well-established company in the Power industry. Apply today!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Francois Fleury at +81 3 6832 8674.

スキル・資格

- Proven experience in key account management in the Plant Engineering or Power industry.
- Strong communication and interpersonal skills with an aptitude in fostering long-term relationships.
- Excellent organizational skills with the ability to manage multiple accounts.
- Knowledge of CRM software and other sales applications such as, smart plant solutions, alarm, safety, security, monitoring, employee shift management, control system.
- Proficiency in English and Japanese.

会社説明

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