

Job Detail

Staff Level

Position Title	Account Manager - European Consumer Electronics
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - Wholesale/Distribution/FMCG Sales
Industry	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>The role of Account Manager is managing existing account by having client relationship management, account planning to identifying opportunities and revenue generation. For this role, the main clients will be mostly offline retailers such as Yodobashi Camera, Bic Camera, etc.</p> <p>Description</p> <ul style="list-style-type: none"> * Building strong relationships with assigned clients (wholesalers/retailers/other) to enhance brand awareness and mutual benefits * Expanding business in the targeted category * Proposing value-added solutions based on good relationships * Understanding the business situations of products and clients, and conducting integrated sales activities combining products and services * Developing effective product appeals and sales promotions at the point of sale (in-store displays, recommended sales, sales events, etc.), and implementing them <p>Profile</p> <ul style="list-style-type: none"> * Bachelor degree with sales experience to retail and wholesale stores, major retailers is advantageous * Background experience coming from consumer electronics, FMCG are welcome * Proactively driving processes with initiative and self-motivation * Building strong relationships with team members and departments to facilitate cohesive teamwork * Native-level of Japanese and read/write English <p>Job Offer</p> <ul style="list-style-type: none"> * Well-established brand with good quality products * Great work life balance shown from the low turn over rate in the company * Strong channel to develop the business <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Alice Aditya Josephine on +81 3 6832 8676.</p>
Company Info	Our client is a European Consumer Electronics with long history in Japan that manufacturing as well home appliance equipment. High quality products and stylish approach made they getting some customer enthusiast worldwide.
Qualifications	<p>Bachelor degree with sales experience to retail and wholesale stores, major retailers is advantageous</p> <p>Background experience coming from consumer electronics, FMCG are welcome</p> <p>Proactively driving processes with initiative and self-motivation</p> <p>Building strong relationships with team members and departments to facilitate cohesive teamwork</p> <p>Native-level of Japanese and read/write English</p>
English Level	None

Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 6000K - JPY 11000K

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