

Job Detail

Staff Level

Position Title	Account Sales - Leading Electronics System Design Company
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 - Manufacturing Sales
Industry	Electronics, Components, and Semiconductor Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>As an Account Sales Manager, you will be in charge of 2-3 existing key client accounts, covering all our Software and Hardware products.</p> <p>Description</p> <ul style="list-style-type: none">* Developing account sales plans, understand customer pain points and generate creative business proposals, and ensure their timely execution.* Constantly engage in active communication with the internal R&D team to stay up to date on the company's solutions portfolio, and collaborate with engineers to deliver on the business proposals.* Proactively contribute to the strategic growth plans, business targets and company growth.* Interact with the global team as necessary. <p>Profile</p> <ul style="list-style-type: none">* Proven work experience in sales/account management/business development electronics/semiconductors industry. Experience of working with digital solutions products is a plus.* Ability to take ownership of one's own targets and progress.* Strong verbal and written communication skills. Aptitude in negotiations and building professional relationships.* Proactive and flexible. <p>Language Proficiency:</p> <ul style="list-style-type: none">* Japanese: Native level.* English: Business level. <p>Job Offer</p> <ul style="list-style-type: none">* Competitive Salary with performance incentives and other benefits.* Career in a globally recognised brand. <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.</p>
Company Info	Our client is a global leader in the semiconductors and electronics field, offering a comprehensive set of solutions combining sophisticated software and hardware tools.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 7000K - JPY 10000K

