

求人情報

スタッフレベル

ポジション名	Account Sales - Leading Electronics System Design Company
この求人情報の取扱い会社	マイケル・ページ・インターナショナル・ジャパン株式会社/Michael Page International Japan K.K.
企業名	会社名非公開
掲載開始・更新	2024-05-02 / 2024-05-02
職 種	営業 - メーカー系営業
業 種	半導体・電気・電子部品メーカー
勤務地	アジア 日本 東京都
仕事内容	<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>
企業について(社風など)	Our client is a global leader in the semiconductors and electronics field, offering a comprehensive set of solutions combining sophisticated software and hardware tools.
英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	流暢 (日本語能力試験1級又はN1)
年 収	日本・円 700万円 ~ 1000万円