



現在以下の要領で人材を募集しています。応募をご希望の方はポジション名およびプロジェクトナンバーを明記の上、英文の履歴書をメールにてご送付ください。

Key Account Manager (w/m/d)

プロジェクト番号: 0370089 | 業態: 自動車産業（研究・開発・サービス） | 勤務地: 東京都

企業について:

Our client is one of the most world's leading Testing, Inspection & Certification companies. Based in Spain, the company provides solutions for customers in all types of industries to ensure that their assets and products meet quality, health & safety, and environmental standards and regulations. The company has over 22,800 employees in more than 70 countries on all continents.

The Japan branch was established for the purpose of sales and marketing service and solution developed by head quarter in Spain. Since over 15 years the company supports development activities such as design, engineering, experiment and certification in accordance with customer needs.

The company's performance has been steady, and current personnel may not provide sufficient service to customers. In addition, further business development is feasible by empowering sales force. Under the circumstances, the company decided to install another **Key Account Manager**.

職務内容:

The position holder will directly reporting directly to Country Manager of Japan, the position holder of this new position will have a.o. following tasks:

- Keep and increase existing contacts within the automotive industry, aiming at detecting project opportunities with special emphasis on forging long-term trusting relationships.
- To make a market investigation, to canvass operations, to reply clients' requests for quotations, to push and follow-up of offers and to conduct project negotiations with the support of the sales team and the Product/Project Managers from the headquarters.

応募要件:

- University degree in Engineering or Business administration.
- Professional experience in a similar position in automotive industry or related one like software development, services.
- Good communication skills and confident in discussions at different hierarchical levels.
- Ability to convince through technical arguments and to express to the client the points of common interest, focused to find the most suitable aspects for both sides.
- Goal driven with strong customer and service orientation.
- Open to work in a very international company with multicultural teams.
- Willingness to travel at international level.
- Japanese (Native), English (Business fluent)

キーンバウム・ジャパン

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