



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 Sales (w/m/d)

プロジェクト番号: 0370104-01 | 業態: 製造（部品） | 勤務地: 東京都

### 企業について:

Our client manufactures products from four product areas: cables and accessories, industrial connectors, system solutions and communication technology. Established in Germany as a family owned company in the 1950's, it has grown rapidly as a global player with more than 50 sales subsidiaries as well as more than 100 business partners in the world. Now the company is one of the world's leading providers of integrated solutions and branded products for cable and connection technology.

Location in Japan was established in 2015 for the purpose of sales and marketing of the products, developed and manufactured by the head quarter in Germany. Since the company develops business globally, its products comply with international standards as well as industrial standards of each country, which is an advantage over other companies.

Aiming to improve its position in Japanese domestic market, the company is revising sales channels strategy, strengthening sales capabilities, and revising brand strategy.

### 職務内容:

- The new position Key Account Sales will strive to grow sales by cultivating new customers, both through direct sales and distributors.
- Directly reporting Head of Sales Japan.
- Understand the company's marketing and sales strategies and strive to penetrate into the customers in charge.
- Responsible for CRM with relevant key accounts
- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

キーンバウム・ジャパン

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## 応募要件:

- University degree, Business administration preferable
- Proven business experience in the same or similar industries
- Proven experience as a Key Account Sales / Key Account Manager or relevant role
- Excellent knowledge of MS Office (Excel VLOOKUP)
- SAP experiences (CRM, ECC6)
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Japanese (Native), English (Business level)

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