

**Recruitment Information / LANXESS K.K.**

We have an open position as below:

Job Title	Account Manager
Business unit	Urethane Systems <a href="http://lanxess.us/en/industries-products/business-units/urethane-systems/">http://lanxess.us/en/industries-products/business-units/urethane-systems/</a>
Employment type	Permanent
Location	Tokyo (Marunouchi Chiyoda-ku)
Compensation	8.7~11MM + Bonus
Responsibilities	<ul style="list-style-type: none"><li>• Maintain professional relationships with key accounts (OEM) by providing support, information and guidance to the business</li><li>• Develop new business opportunities and provide solution to customers based on unmet needs</li><li>• Expand distribution network to penetrate new segments</li><li>• Develop product/service improvements for new market opportunities by remaining current on industry trends, market activities and competitors</li><li>• Conduct business reviews with each key account (these reviews including key management from company and the account)</li><li>• Prepare monthly business reports for leadership team</li><li>• Coordinate business activities with key accounts at all commercial and functional levels</li><li>• Collect account receivable from customers on time</li><li>• Maintains close communication internally with both regional and global sales, business and technical personnel</li></ul>
Requirements	<ul style="list-style-type: none"><li>• 5 + years sales experience to provide value solutions to customers</li><li>• Majored in chemistry at university</li><li>• Good knowledge of market and connection with key customers in the territory</li><li>• Good at dealing with key local or multinational accounts</li><li>• Good at managing agents/distributors</li><li>• Value selling capability</li><li>• Energetic and passionate about sales job to meet challenging targets</li><li>• Good interpersonal skills to build relationship externally and internally</li><li>• Business English skill</li><li>• Experience in international companies (preferred)</li><li>• Experience in other specialty chemical companies (preferred)</li><li>• Urethane industrial knowledge (preferred)</li></ul>
Holiday	Sat, Sun, Japanese public holiday, May 1 <sup>st</sup> , December 29 <sup>th</sup> through 31 <sup>st</sup> and January 1 <sup>st</sup> through 4 <sup>th</sup>
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