

ACM_ADAS_Sales & Account Manager (Yokohama)

Descrição da função

Overview:

We are seeking an experienced Sales Manager to drive business growth in the AD/ADAS segment across Japan. The ideal candidate will lead customer acquisition efforts, foster strong client relationships, and manage ongoing projects from a commercial perspective. This role will involve direct engagement with key customers such as Nissan, Mitsubishi, and Honda.

Key Responsibilities:

- Identify and pursue new business opportunities in the AD/ADAS market.
- Build and maintain long-term relationships with strategic customers (Nissan, Mitsubishi, Honda).
- Oversee commercial aspects of running projects, ensuring profitability and customer satisfaction.
- Collaborate with internal teams to align on strategy and execution.

Requisitos

- Minimum 5 years job experience in an international automotive environment.
- High negotiations experience preferred, e.g. Sales, CSC, Purchasing
- Able to lead IPT / SAQ(PDS) for effective acquisition / project execution
- Fluent in Japanese and English

O que oferecemos

Ready to take your career to the next level? The future of mobility isn't just anyone's job. Make it yours! **Join AUMOVIO. Own What's Next.**

Quem somos

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.



Identificação da vaga
REF5903N

Área funcional
Marketing and Sales

Local
Yokohama

Nível de liderança
Leading Self

Pessoa jurídica
**AUMOVIO Autonomous Mobility
Japan K.K.**