

ANS_Sales

Descrição da função

1. 価格構成を正しく理解し、顧客との価格折衝を行う。
To negotiate the price with customer with correct understanding of cost background
2. 顧客の要望を本部（フランス）へ明確に伝え、対応を協議する。
To discuss the strategy and direction with HQ (France) by providing the detail information of customer needs.
3. 顧客から必要な情報を取得し、本部とシェアする。
To gather necessary information from customer and share it with HQ.
4. 工場出荷価格と契約価格に相違がないか定期的に確認する。
To confirm regularly the price update.
5. 売上げと原価低減の年間予測、結果を定期的にまとめて本部、顧客とシェアする
To summarize the annual sales and cost reduction forecast and result regularly and share it with HQ and customer.
6. 積極的に新製品の売り込みを行う。
To propose our product to the customer proactively.

Requisitos

1. 日本語を母国語とし、堪能な英語力を有する。（電話で海外と問題なく会話ができるレベル。）
Fluent Japanese. Good English to communicate with overseas location through phone.
2. 基本的なビジネスマナーを身につけている。
Basic Japanese business manner
3. 2年以上のB2B営業経験
More than 2 years experience of sales in B2B business
4. 顧客と良好な関係を構築できる外交的な性格とコミュニケーション能力を有する。
Good communication skill to have a good relation with customer
5. 自動車運転免許を保有しており、過去に重大な事故、違反をしていない。
To have Driving license without big accident or sever violation of traffic regulations
6. イノベーション、技術に興味があり、技術的な話であっても内容をある程度理解できる。
To be interested in innovation and technology, and be able to understand some technical topics.

O que oferecemos

大学卒以上

Ready to take your career to the next level? The future of mobility isn't



Identificação da vaga
REF7708X

Local
Yokohama

Nível de liderança
Leading Self

Pessoa jurídica
AUMOVIO Japan K.K.

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.