

ACCOUNT MANAGER

The Opportunity

Join Hitachi Energy as an Account Manager focused on the Nuclear Generation sector in France. In this strategic role, you will develop and strengthen relationships with key players in the nuclear industry, supporting one of the country's most critical energy sectors.

You will work closely with customers to understand their operational and long-term business needs, identify growth opportunities, and position Hitachi Energy's portfolio of solutions and services to support safe, reliable, and efficient power generation. This role combines strategic account management, business development, and customer engagement across complex and high-value projects.

You will be part of a collaborative and experienced team, working at the forefront of the energy transition while supporting the modernization and resilience of nuclear infrastructure. If you enjoy building trusted customer relationships, managing complex opportunities, and contributing to critical energy projects, this is an excellent opportunity to make a lasting impact and grow your career with Hitachi Energy.

Your Responsibilities

- Develop and execute strategic account plans for customers in the Nuclear Generation sector.
- Build long-term relationships with key decision-makers and stakeholders.
- Identify opportunities to expand Hitachi Energy's footprint across existing accounts.
- Drive cross-selling, upselling, and repeat business opportunities.
- Understand customer investment plans, operational priorities, and future needs.
- Coordinate internal teams to deliver integrated customer solutions.
- Support commercial negotiations and contract discussions.
- Monitor customer satisfaction and ensure a high level of service delivery.
- Analyze market developments, customer trends, and competitive activity.
- Prepare account reviews, forecasts, and business growth plans.

Your Background

- Bachelor's or Master's degree in Business, Engineering, or a related field.
- Minimum 5 years of experience in account management, key account management, or technical sales.
- Experience working with customers in the nuclear, power generation, energy, utilities, or industrial sectors.
- Knowledge of the nuclear generation market and its regulatory environment.
- Proven ability to manage strategic customer relationships and complex sales cycles.
- Strong commercial acumen and negotiation skills.
- Ability to collaborate across functions and influence diverse stakeholders.
- Professional proficiency in French and English.

More about us

We believe great work thrives in an environment where people feel genuinely supported and fairly rewarded. Our benefits are designed to create real value for every individual – fueling engagement, performance, and growth. By prioritizing well-being, we build a workplace where personal and organizational success grow together.

Our benefit offering is tailored based on your country of employment and generally includes:

- Competitive salary and incentives
- Well-being and care
- Paid and unpaid leave
- Flexible work options
- Meal Voucher

You will receive more specific information during the recruitment process.