



## Account Manager / アカウントマネージャー

### Marketing and Advertising Company

#### Job Information

**Recruiter**[Ahead Japan](#)**Hiring Company**

Marketing and Advertising Company

**Job ID**

1066917

**Industry**

Advertising, PR

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 8 million yen

**Refreshed**

April 11th, 2025 00:00

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

##### Client Management & Strategy

- Act as the primary client contact, developing and maintaining strong relationships.
- Understand client business goals and translate them into effective marketing and PR strategies.
- Lead client meetings, provide strategic recommendations, and ensure client satisfaction.
- Identify growth opportunities within accounts to expand agency services.

##### Campaign Planning & Execution

- Develop and oversee integrated marketing and PR campaigns across media relations, content marketing, digital, and social media.
- Collaborate with internal teams (project management, PR, content, creative, digital) to deliver high-quality work that

meets client objectives.

- Manage campaign budgets, timelines, and performance metrics to ensure successful outcomes.
- Analyze campaign results and provide actionable insights to optimize future efforts.

#### Team Collaboration & Leadership

- Coordinate cross-functional teams to ensure smooth project execution.
- Provide guidance and mentorship to junior team members.
- Ensure all client deliverables meet the highest standards of quality and effectiveness.

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### Required Skills

- 5+ years of experience in account management, marketing, or PR, preferably in a B2B agency.
- Strong knowledge of B2B marketing, PR, and digital strategies (content marketing, media relations, thought leadership, paid media, etc.).
- Proven ability to manage multiple clients and projects simultaneously.
- Excellent communication, presentation, and negotiation skills.
- Experience using CRM, marketing and project management tools (e.g., HubSpot, Click-up, Asana, Monday.com).
- Data-driven mindset with the ability to track and optimize campaign performance.

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### Company Description

#### Think Ahead. Move Ahead.

**We know that who you work with matters.**

#### Think of Ahead - think of your future.

Ahead Japan is an executive search firm changing recruitment in Japan and the APAC region. Headquartered in Tokyo, we assist SMEs and multinational corporations in their hiring needs with our extensive network of bilingual professionals. Ahead specializes in function-based recruiting in the areas of IT, Marketing, Finance & Accounting, and Office Administration.

Here at Ahead, we know that who you work with matters. We help you think positively and move forward. For our clients, we are dedicated to helping you build a strong workforce and assure you we'll find the best candidate for the job. For our candidates, we are focused on supporting your ambitions and placing you in a position that reflects them. So whether you are a client or a candidate, when you think of Ahead, think of your future.

#### Think Ahead. Move Ahead.

**We know that who you work with matters.**

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