



Account Manager / アカウントマネージャー

The world's leading toy and game company

Job Information

Recruiter

Ascent Global Partners K.K.

Hiring Company

Well-known Company in the Toy and Entertainment Industry

Job ID

1461476

Industry

Gaming

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

Negotiable, based on experience ~ 7 million yen

Refreshed

June 22nd, 2024 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Account manager is responsible for maintaining and developing a single or group of key accounts to exceed sales and profit targets set by the company. This role reports to National Sales Manager.

- Deliver the financial targets (sales and profitability) for designated key accounts.
- Formulate and implement effective sales strategy and promotion plans for key accounts: develop, present and execute plan, sales and promotions, negotiation of trading terms and trade spends.
- Generate sales forecast/analysis, market insights report on product trend and competitor's activities.
- Maximizing inventory opportunities, forecasting, and planning to manage stock/product lifecycle
- Work in conjunction with Marketing department to formulate trade promotion programs

- Monitor in-store activation results and bring them into Key Account strategy/development
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Required Skills

- University degree in relevant field
 - Min 4 years in Sales (preferably in key accounts) or trade marketing
 - Multi-sku/multi brand sales experience
 - Fluent in Japanese (written and spoken), English (written business level)
 - Strong analytical problem solving, communication and negotiation skills
 - Adapts response to circumstances, flexible in handling change and ability to work independently
 - Sophisticated analytical/Excel/PC skills
 - Passion for Toy and entertainment business is a plus
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Company Description