



[世界9拠点]Strategic Lead 裁量◎カナダ本社のグローバルマーケティングエージェンシーの日本法人立ち上げ

土日祝休み/残業少/スタートアップ/英語を活かせる/外資系企業/管理職

## Job Information

### Hiring Company

WPIC Technology Japan G.K.

### Job ID

1482072

### Industry

Digital Marketing

### Company Type

Small/Medium Company (300 employees or less) - International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

Negotiable, based on experience

### Work Hours

9:00am to 6:00pm

### Refreshed

June 26th, 2024 10:00

## General Requirements

### Minimum Experience Level

Over 6 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

### Job Summary:

The Strategic Lead will be responsible for achieving revenue & demand targets while maximizing ROI/ROAS by optimizing budget allocation and resource utilization. Engage with stakeholders in planning, designing and deployment of strategy. Independently lead individual brands and initiatives aligned to the stakeholder agenda and priorities. Primarily responsible for key stakeholder relationships within targeted accounts, develop deep understanding of individual customer needs and identify mutually beneficial solutions for both WPIC and customers through creation and execution of account business plans. Identify clear trends in the data related to team operations, recommend business improvements, and clearly

communicate insights.

### Who We Are:

WPIC Marketing + Technologies drives revenue for global brands in China, Japan, Korea, and SEA through data, analytics, e-commerce solutions, warehousing and logistics, and essential support services. Founded in Canada, with more than 350 employees in offices across 9 cities, WPIC is the world's leading APAC e-commerce and technology consultancy. Our team provides end-to-end market entry and growth solutions for global brands looking to succeed in APAC. With more than 19 years of on-the-ground experience, WPIC has successfully deployed over 650 organizations in the APAC region.  
<https://www.wpic.co/>

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### Required Skills

#### Minimum Requirements :

- Bachelors Degree or above
- Fluent level Japanese and English
- Strong customer orientation.
- Strong cross functional leadership.
- Significant account management experience.
- Strong analytical and problem-solving capabilities, with a focus on quantifying business value and ROI.
- Highly motivated and result-oriented self-starter with the ability to manage competing priorities of competing importance.

#### Nice to Have :

- Experience in eCommerce management
- Working experience in communicating with overseas customers
- Skilled in web analytics tools (Google Analytics), content management systems, order management systems, and digital marketing platforms

#### Key Performance Indicators:

Sales revenue and revenue growth in assigned accounts -Portfolio and strategic customer development

**Salary :** Negotiable. Actual base pay will be determined based on factors such as transferable skills, work experience, market demands, and primary work location.

**Work Place:** Tokyo (Office. 1minute walk from the subway station)

Due to the international nature of our work, the employee may be requested to work variable times, remotely from home or work environments may therefore vary according to the conditions in and around the employee's home office.

**Holidays:** Saturdays, Sundays, Japanese national holidays, and from December 31 of the current year to January 3 of the following year

**Benefits:** Fully equipped with social insurance, company laptop and transportation expenses provided, no smoking indoors

**Payed Leave:** 10days after 6months, increases as Japanese labour law

**Probation Period :** 6months

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