



Persona.ly

Account Manager

Job Information

Hiring Company

Persona.ly

Subsidiary

PErsona.ly

Job ID

1494691

Industry

Digital Marketing

Company Type

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

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4 million yen ~ 8 million yen

Refreshed

October 2nd, 2024 12:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Persona.ly is a global company developing a machine-learning based RTB platform for mobile marketing, with representation in India, Singapore, Europe, the USA, South Korea, and headquarters in Israel. We work with the best apps in gaming, fintech, and eCommerce verticals. We help their growth efforts of user acquisition and retargeting and provide data-driven insights from our predictive models, which process over 3 million transactions a second and have more than 60 data points!

We are seeking an **Account Manager** for the Japanese market to join our global team. In this role, you will manage and grow relationships with our key clients in the Japanese market. The position offers a fully remote work model.

Key Responsibilities:

- Build long-term partnerships: Develop and maintain strong relationships with clients, focusing on business growth and enhancing customer satisfaction.
 - Identify upselling opportunities and introduce new products or services to existing clients
 - Communicate to HQ clients' data and needs to provide strategic advice and improve performance
 - Represent the company: Attend commercial events and business meetings as a company representative, which may involve occasional travel.
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Required Skills

We are looking for:

- Experience in account management/ customer success management/ sales from an ad-tech company- mandatory
 - Strong communication capabilities - awareness of personalization strategies,
 - Native-level Japanese language skills and high-level English proficiency
 - Analytical approach
 - Self-motivated with the ability to work in a fast-paced, evolving environment
 - Experience working in international settings or with diverse teams is a plus
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Company Description