

PTW | entalize

(Global Gaming) Senior ongoing relationship manager

Flexible Work Style | Account manager

Job Information

Hiring Company

PTW Japan Co., Ltd.

Subsidiary

PTW

Job ID

1500080

Division

Sales

Industry

Gaming

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 6.5 million yen

Refreshed

November 26th, 2024 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Title: Senior ongoing relationship manager

Line of Business: Sales, Player Support, Localization, Game testing, Audio

Salary: Attractive base salary + Bonus / Incentives

Start: ASAP

PTW is seeking an Ongoing Relationship Manager to oversee our existing business and drive new revenue growth within the video games industry in Japan. This individual must be a consultative, highly motivated Relationship Manager who can cultivate and build long-term relationships with developers and publishers, present PTW services, liaise with operations, negotiate contracts, and manage client relationships.

This role is ideal for someone who is engaging, personable, enthusiastic, and results-oriented, with a keen eye for detail. Growth will be driven through relationship building and exceeding existing business revenue targets. The successful candidate will have a proven track record of surpassing expectations by cultivating and growing relationships. They will also have an in-depth knowledge of the video games industry, an understanding of the challenges clients face, and a genuine passion for games.

Note: This is an individual contributor role, and candidates must have knowledge of video games.

- What You'll Be Doing
 - Managing relationships with our existing business accounts in Japan games services market.
 - Attending client meetings, presentations, trade shows, etc.
 - Presenting PTW services in line with client briefs.
 - Creating effective solutions that align with client requirements.
 - Cross-selling PTW services to our existing clients.
 - Collaborating with Delivery and support teams to maximize client engagement.

Required Skills

Requirements

- 5+ years of experience in account management.
- Proven track record of exceeding targets through relationship building.
- Excellent presentation, communication, and interpersonal skills.
- Ability to forecast opportunities.
- Self-motivated with strong organizational skills.
- Motivation, creativity, adaptability, unquestionable ethics, integrity, and team player mentality.
- Strong 360-degree strategic thinking.
- Ability to influence and drive results in a complex business environment, including effective communication with all levels from senior executives to working groups across all functions.
- Excellent communication skills in Japanese and English
- Passion for video games.

Company Description