



Account Manager / アカウントマネージャー

The world's leading toy and game company

募集職種

人材紹介会社

アセントグローバルパートナーズ株式会社

採用企業名

Well-known Company in the Toy and Entertainment Industry

求人ID

1461476

業種

ゲーム

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

その他東京

給与

経験考慮の上、応相談 ~ 700万円

更新日

2024年06月22日 04:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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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スキル・資格

- 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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会社説明