



[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

募集職種

採用企業名

WPIC Technology Japan 合同会社

求人ID

1482072

業種

デジタルマーケティング

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

勤務時間

9:00am to 6:00pm

更新日

2024年07月17日 00:00

応募必要条件

職務経験

6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

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/>

スキル・資格

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

会社説明