

# Persona.ly

## Account Manager

### 募集職種

#### 採用企業名

Persona.ly

#### 支社・支店

PErsona.ly

#### 求人ID

1494691

#### 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

#### 外国人の割合

(ほぼ) 全員外国人

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

400万円 ~ 800万円

#### 更新日

2024年11月20日 01:00

### 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

ビジネス会話レベル

#### 日本語レベル

ネイティブ

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

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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## スキル・資格

### **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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## 会社説明