


「金融、コンサル、IT」なら Career

[Any nationality] Corporate sales in the subculture industry 

Corporate sales in the manga/game genre

募集職種

人材紹介会社
株式会社 j Career

求人ID
1499345

業種
インターネット・Webサービス

会社の種類
中小企業 (従業員300名以下)

外国人の割合
外国人 少数

雇用形態
正社員

勤務地
東京都 23区, 渋谷区

最寄駅
山手線、 渋谷駅

給与
350万円 ~ 450万円

勤務時間
10:00~19:00 1 hour break

休日・休暇
Saturday, Sunday, national holyday, Winter vacation, paid holid

更新日
2024年10月17日 11:07

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
ビジネス会話レベル

最終学歴
専門学校卒

現在のビザ
日本での就労許可が必要です

募集要項

You will be in charge of sales proposals for marketing measures, tie-up plans, etc. for clients, utilising user data from the

You will be in charge of sales proposals for marketing measures, the app plans, user for clients, gathering user data from the company's own paint software, which has users all over the world, and its own products such as illustration and manga submission platforms.

This is a challenging position where the head of the business unit is in charge of the team and the actions of the members will lead to improved performance.

The successful candidate will be responsible for understanding the needs of clients and planning and proposing advertising and promotions that utilise the company's products.

- Developing new clients and proposing and executing marketing plans to existing clients.
- Negotiate with partner media.
- Measuring and analysing the effectiveness of various measures.

Developing new clients (from creating an attack list to approaching them).

*Mainly approach by email.

↓

Interviews (we listen to requests from customers and confirm their specific objectives, background, etc.)

↓

Planning (we summarise the customer's requirements and plan proposals tailored to their needs).

↓

Proposal (we explain the proposal to the customer and proceed with the proposal).

↓

Order (We confirm the details of the project with the customer and decide on the outline of the project. We then execute the project, such as placing an advertisement or starting a contest).

↓

Response confirmation and follow-up (we confirm and analyse the response and provide feedback to the customer).

Our advertising line-up includes.

- WEB advertising (banner ads on websites)
- In-app advertising
- Newsletter distribution for users
- Experiential article advertisements for services/products
- Video reviews of services and products
- Product introductions and offerings in contests and campaigns, etc.

Main clients

- Makers of devices for creators, learning services, publishers, etc.

スキル・資格

Essential skills/experience *5 of the following are required

- At least 2 years' experience in solution proposal-based sales
- Basic PC skills (able to operate Office software)
- Japanese (business level or above)
- English (native level)
- Lover of Japanese subcultures

Welcomed skills and experience

- Sales experience in an advertising agency
- Experience in planning and marketing
- Creative thinking and problem-solving skills
- Data analysis and effectiveness measurement skills
- Excellent communication skills and team player mentality
- Experience in social networking content distribution and video editing

The kind of person we are looking for

- Highly motivated to grow and achieve goals.

- Able to solve problems spontaneously.
- Enjoys change and sees everything as an opportunity to take on challenges.

会社説明