

PTW | entalize

(Global Gaming) Senior ongoing relationship manager

Flexible Work Style | Account manager

募集職種

採用企業名

PTWジャパン株式会社

支社・支店

PTW

求人ID

1500080

部署名

Sales

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

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

500万円 ~ 650万円

更新日

2024年11月26日 00:00

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 (英語使用比率: 50%程度)

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

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.

スキル・資格

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.

会社説明