



CNX Account Executive (Manager / Senior Account Executive)

Leading global publisher

Job Information

Recruiter

SK Global Co Ltd

Hiring Company

Global firm

Job ID

1096744

Industry

Private Equity Fund, Venture Capital

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Japan

Salary

5.5 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9:00 ~ 18:00

Refreshed

April 27th, 2024 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Making full use of our knowledge cultivated in media such as JAPAN", we provide web and social planning/operation, experience events, and casting services centered on creative to a wide range of clients, not limited to fashion. I'm going to.

From the perspective of strengthening the sales team, we are looking for an account executive who can lead the staff and create an accurate solution that surely captures the client's proposition, and can play the role of a comprehensive producer that goes beyond mere sales.

- 1) Acquisition of contracted projects in areas such as sales activities / digital (website / SNS), events, prints, movies, casting, etc./Proposal activities
/ Advertising agencies, expansion of sales channels to new/existing clients, promotion of deep cultivation
/ credential materials, Supervision of various other sales tools
- 2) Sales management, formulation of strategies, estimation of annual plans (Revenue / Cost) based on strategies, sales performance reports, forecasts, etc. Sales status reports, report creation, quotations, issuance of invoices, Contract conclusion business, in-house processing business
- 3) Market information collection
/ competition, new products, new technology, client trend information collection
/ advertising agency, business negotiations with REP, TECH vendors, etc., information exchange
- 4) Sales team management
- 5) Maximize sales opportunities through collaboration with other teams within the CNX division

Required Skills

Account Executive experience for a comprehensive advertising campaign with a total budget of 100 million yen

- ・ Experience in charge of website production on the scale of tens of millions of yen (as an AE or producer)

* The above two are the contents of the campaign that you were involved in when selecting documents Please let us know as far as we can disclose.

- ・ Project management experience for projects of 10 or more people including in-house work and cooperating companies
- ・ Experience in cross-media sales and planning such as digital, print, movie, event
- ・ Experience in charge of various industries
- ・ Client (including executive class) wealth of public relations experience with sales team and stakeholders of appropriate management and leadership experience the wealth of knowledge and experience in digital marketing and content marketing conversion Kumitori a client of issues and concerns, so that the transmitted to-house members embody the abstract Ability to be able to
- / adjust the delivery schedule and in-house resources

Company Description

転職をご希望の方

当社登録のメリット

人材紹介会社（転職エージェント）とは、厚生労働大臣の認可を受けた民間の職業紹介会社です。転職支援サービスとは、正社員や契約社員の直接雇用の転職を希望する方と、採用をお考えの企業との間を、キャリアコンサルタントが仲介するサービスです。現在では、転職活動における選択肢の一つとして、多くの方に利用されています。

転職成功者の声

30歳男性（弁理士）

どんな求人検索サイトにも、営業求人はたくさん掲載されています。でも、いまいちピンとこない。売上げ額やたった数行の仕事情報では、自分にマッチしているか分からないのです。LJS（リーガル・ジョブ・シーカー）に登録して良かったのは、その企業の『質』が自分に合っているかを見極めて紹介してくれること。

「仕事の内容や進め方、社風、直属の上司になる方の人柄がこうだから、●●さんにマッチすると思います」と求人を紹介してもらえたとき、さすが業界専門の人材紹介会社だと思いました。もしあのとき、LJS（リーガル・ジョブ・シーカー）を利用していなければ、やみくもに企業を受けて最初にもらえた内定に飛びつくような、無計画な転職をしていたと思います。

ABOUT US

Legal Job Seeker was established to offer the best possible service to the **Legal / IP** and **IT** business community in Japan. We are able to deliver excellent results to both our clients and our candidates and our focus being on excellent quality, professionalism and sincerity. We strongly believe that we have the expertise and knowledge to introduce the best people to fill **legal & IP** positions in Japan. Our team has an excellent in depth knowledge of the Japan job market to source the right candidates for high performance.

We promise to help you through the process of finding your next position. As a candidate you will receive genuine advice and assessment. We will market your skills the best way we know how, guide you through your interviews and give you our best advice possible. We will only submit your resume to a client with your knowledge and agreement. In short, making a career move is one of the most important decisions you may face, and we promise to guide you through every step of the way and maintain a professional and courteous manner, no matter what your decision may be.

About Legal Job Seeker

LJS is a division of a team of experienced, talented legal recruiters who are committed and dedicated to the search and placement of qualified Patent Attorneys , Lawyers and qualified legal and compliance professionals with a strong interest in the legal area, as well as supporting placement into international patent and law firms. Our company holds an impressive track record of successfully completing a large number of legal and compliance searches for both our International and Japanese clients based in Tokyo. Our knowledge of the industry, specialist recruitment methodology and our approach to recruitment has made us uniquely special from other agencies to ensure that we deliver the best results for our clients and candidates.

Our Approach Commitment to Excellent Service

Our company is committed to providing an excellent and personal service to both our clients and candidates. We believe that every hiring decision impacts all areas of peoples lives and therefore we are extremely careful in our recruitment approach and placements. Our philosophies regarding recruitment are as follows.

Honesty Innovation Commitment Accountability Professionalism Service and Team work

We at **LJS** work collectively to deliver service we can be proud of, and are able to deliver results in the shortest period of time. Whether you are looking for talented individuals to join your team, or a brand new challenge yourself, we promise to deliver the best possible service we can.

Our Area of Expertise

We aid, assist and work with both Japanese and International clients who are looking to hire qualified individuals in both Japan and overseas and non- qualified **legal & IP** professionals. Our area focuses on mid to senior level **legal & IP** positions in Tokyo and covers all levels of seniority.