



PR/086839 | Digital Sales & Planning Specialist

Job Information

Recruiter

JAC Recruitment USA

Job ID

1552542

Industry

Amusement, Entertainment

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

A Japanese entertainment company is seeking a Digital Sales & Planning Specialist to join their team. This role focuses on analyzing digital sales performance, planning and executing promotions, managing pricing strategies, and coordinating with platform partners and distributors. The ideal candidate will have strong analytical skills, a solid understanding of the digital marketplace, and excellent communication abilities.

RESPONSIBILITIES

- * Analyze digital sales performance and storefront trends to inform pricing and promotional strategies.
- * Plan and execute digital sales promotions across platforms, including title selection, discount tiers, and scheduling.
- * Propose and develop game and DLC bundles, determining optimal pricing and market positioning.

- * Coordinate promotional submissions and timelines with platform holders such as PlayStation, Nintendo, Steam, and Xbox.
- * Collaborate with distributors and partners to align pricing, gather feedback, and explore new opportunities.
- * Track, measure, and report on promotional outcomes to inform future campaigns and strategic decisions.
- * Maintain accurate internal calendars and databases for promotions, pricing updates, and digital release plans.
- * Monitor competitive trends and market shifts to identify emerging sales opportunities.

QUALIFICATIONS

- * 2+ years of experience in digital sales, commercial planning, or game publishing operations
- * Strong analytical skills and proficiency with Excel or other data analysis tools
- * Familiarity with digital storefronts (e.g. PlayStation Store, Nintendo eShop, Steam, Xbox Store)
- * Excellent organizational skills and attention to detail
- * Strong written and verbal communication abilities
- * Ability to work both independently and cross-functionally with internal teams and external partners

BASE SALARY USD60,000-80,000 (DOE)

LOCATION Santa Ana, CA

WORK STYLE Hybrid (3 times/week in the office)

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Company Description