



Creative Media Business Development + Account Executive

Work w/major clients: Audi, Netflix, etc !

Job Information

Hiring Company

Wild Tame Co., Ltd

Job ID

1558309

Industry

Advertising, PR

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

(Almost) All Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

6 million yen ~ Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

8

Holidays

All Japanese national holidays + 10 days in first year

Refreshed

September 18th, 2025 13:43

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

Location: Tokyo, Japan

About Us

Wild Tame is a 15-year-old creative agency with 29 staff, a strong client roster, and a history of growing entirely through inbound work and client referrals. Now, with bigger ambitions, the company is launching proactive sales for the first time and seeks a **hybrid Account Executive/Business Development Lead** to both deepen existing accounts and open strategic new ones. This role offers ownership, visibility, and impact—shaping the agency's commercial growth while working closely with leadership on bold, creative projects.

Role Overview

In this role, you will be responsible for identifying and pursuing new opportunities with companies that can benefit from stronger brand promotion through creative media. In this role, you will proactively connect with potential clients, understand their branding needs, and introduce solutions such as video production, animation, and digital storytelling to elevate their media presence. Success in this position requires not just sales expertise, **but also a solid understanding of media, branding, and how creative content drives business growth in both Japanese and English markets.**

Client Acquisition & Relationship Building

- Identify and pursue new business opportunities with Japanese and international companies.
- Build and maintain strong, long-term relationships with clients and partners.
- Act as the first point of contact for potential clients, ensuring professional communication in both Japanese and English.

Market Development & Strategy

- Research and analyze trends in Japan's advertising, creative, and video production markets.
- Understand the room for growth in the prospective client's branding and offer them potential solutions for brand awareness+media presence
- Develop strategies to grow the agency's presence in Japan and abroad.
- Work with leadership to refine service offerings and position our agency competitively.

Proposal & Pitch Management

- Collaborate with creative and production teams to prepare proposals, presentations, and pitch materials.
- Translate and adapt materials for Japanese and English-speaking clients.
- Lead or support pitch meetings, negotiating contracts and closing deals.

Project Onboarding Support

- Work closely with project managers to ensure smooth handover from sales to production.
- Maintain clear communication with clients during early project stages.

Required Skills

Requirements

- Native-level Japanese and fluent English (both written and spoken).
- Proven experience in business development, sales, or client relations, **ideally within advertising, marketing, creative industries, or media production.**
- Knowledge and experience in company/product branding
- Experience with consulting clients about their growth potential, specifically through media storytelling or digital advertising
- Strong communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Familiarity with contracts, budgets, and client-facing documentation is a plus.
- Passion for creativity, design, and storytelling through video/visual content.

What We Offer

- A dynamic, multicultural team environment in the heart of Tokyo.
- Opportunity to work with leading Japanese and international brands.
- Competitive salary with performance-based incentives.
- Career growth opportunities in a growing creative agency.
- Flexible and creative workplace culture.

Company Description