



Associate Brand Manager

エイブリー・デニソン・ジャパン株式会社での募集です。 法人営業（消費財）のご経...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

エイブリー・デニソン・ジャパン株式会社

Job ID

1558681

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 6.5 million yen

Work Hours

09:00 ~ 17:00

Holidays

【有給休暇】入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 夏季休暇 年末年始 【有給休暇】夏季、...

Refreshed

September 18th, 2025 16:27

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2303712】

国内のアパレルメーカー向けに自社の副資材やデジタルソリューションを提案いただくポジションをお任せします。

主な業務内容はブランドマネージャーのサポート、発注・納品・在庫管理、データ収集・分析、海外拠点との連携（英語でのWeb会議含む）等。

目標とする売上高を達成するためのプランを立案し、顧客のニーズを明確に理解し、顧客の期待を越えるソリューションを

提供する必要があります。

また新規顧客への営業や、日本国内のマーケットシェアを伸ばす営業戦力としても期待されるポジションです。

【YOUR RESPONSIBILITIES WILL INCLUDE:】

- Understand and influence customer's business model and objectives to ensure their success.
- Oversee and manage the product development process from customer briefing to final approval deployment and order acceptance.
- Oversee the end to end sales process including inventory reports customer sales reports and product development trackers using digital systems and processes (Oracle SalesCloud Oracle Commerce Cloud Eloqua pricing and product specification tooling) .
- Develop and present global price proposals and escalate price approval in competitive bidding processes.
- Resolve complex order quality or deployment issues to ensure high levels of client satisfaction.
- Maintain and strengthen customer relationships by answering questions and providing detailed information about our services.
- Strong experience and proficiency in prospecting social selling and customer outreach.
- Participate in store audits lead customer meetings and maintain account planners.
- Stay up to date on industry trends and product innovations.
- Collaborate across different teams to support sales growth and product development initiatives.
- Acting as a point of escalation and source of guidance.

Required Skills

WHAT WE WILL BE LOOKING FOR IN YOU:

- Bachelor's degree in business management sales or related field.
- Minimum 3 years of experience in the apparel industry product management or related roles.
- Business level language skill (verbal and written) in Japanese and English
- Proven customer service communication and presentation skills.
- Demonstrated ability to lead multiple projects and meet tight deadlines.
- Proficiency in technical and digital skills including use of Google Suite ERP (Oracle preferred) pricing tools product/customer databases.
- Strong data analytics skillset to drive decision making; comfortable with quantitative analysis and storytelling using data.
- Adapt at building and maintaining strong relationships with clients and partners.
- Flexible attitude with an eagerness to learn grow and take on new responsibilities within a global Fortune 500 organization.

Company Description

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