



PR/095265 | Account Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1562392

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

December 2nd, 2025 10:30

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC's client is a Marketing Agency seeking a Business Development Manager - Japanese Speaking.

We are looking for an experienced Integrated Sales professional in the Media / Advertising industry who can consult and develop integrated communication (IMC) solutions that align with clients' marketing strategies. The ideal candidate has strong strategic thinking, a solid client network, and a passion for delivering impactful multi-channel communication campaigns.

Location: Ho Chi Minh City

Job Responsibilities

- Integrated Marketing Solution Proposal & Execution. Advertising proposals are only one part of a broader, holistic solution offering.

- Establishing relationships with new clients and maintaining and nurturing business relationships with existing clients.
- Consult and build IMC solutions combining multiple channels: OOH, Digital, Social, Event, Activation, etc.
- Visiting clients and presenting relevant services
- Listening to client needs regarding marketing, advertising, and media platform usage.
- Identifying the client's marketing challenges and proposing solution ideas
- Discussing the timelines, resources, and costs with the client
- Providing post-contract support, including ad implementation and activation execution
- Drawing up plans for the different stages of the project to ensure the overall project timelines and costs are adhered to
- Collaborates with internal teams and external parties to realize client requests
- Negotiating with suppliers and contractors
- Choosing and leading a project team
- Communicating and reporting to senior management (Japanese) and the client to ensure they are meeting their goals

Job Requirements

- Minimum 3+ years of account servicing experience in an advertising or marketing field, preferably from an agency
- Good English skills, good Japanese is a plus
- Attention to detail / Well-organized in the way of working & thought process.
- Hard-working, dedicated to work.
- Adaptable, can work under pressure.
- Logical thinking
- Ads you will handle
- Transmedia advertising (e.g., bus, station premises)
- Advertising sales in public facilities
- Other types of Offline/Online advertising Client Engagement Breakdown
- New clients: OOH/ Digital/ Events/ Partnerships
- You are expected to manage a relatively small portfolio of around 7–8 clients annually, focusing on building deep and long-term partnerships.
- New Client Acquisition – Methods & Ratios
- Inbound: 30%
- Primarily through referrals from existing clients
- Outbound: 70%
- Leveraging existing personal networks
- Active outreach via cold calling and similar approaches

Benefits

- Working in dynamic and friendly environment;
- 15 annual leave per year;
- 13th month salary (based on performance and business results)

- Annual health check;
- Social insurance, health insurance, unemployment insurance (Vietnamese Law);
- Insurance benefit package (PVI Care);
- Mobile phone fee allowance based on company's policy;
- Participate in the company's event, company trip;
- Salary reviewed annually

Interested applicants, click APPLY NOW.

#LI-JACVN

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Company Description