



Channel Account Manager

エルゼビア・ジャパン株式会社での募集です。 法人営業（その他）のご経験のある方...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

エルゼビア・ジャパン株式会社

Job ID

1574341

Industry

Advertising, PR

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 6 million yen

Work Hours

09:30 ~ 17:30

Holidays

【有給休暇】有給休暇は入社時から付与されます 初年度 1か月目から最大20日間付与（入社月により2～20日で変動）※入社7か...

Refreshed

February 5th, 2026 09:01

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2347726】

About the Team

Elsevier is a global information analytics company that helps institutions and professionals progress science advance healthcare and improve performance for the benefit of humanity. We serve the research academic and clinical communities through the application of technology and analytics to content. In this way we empower those communities to contribute to

social progress to enhance human well being and to share and expand the breadth of human knowledge. ·

About the Role

The Channel Account Manager is responsible for managing and expanding sales through agents and distributors focusing on both print and eBooks and other digital solution products. The role also involves driving adoption of textbooks and digital resources in universities working closely with academic stakeholders to generate demand and support growth targets.

Responsibilities:

- Developing and executing channel sales strategies for books and digital solutions.
- Identifying recruiting and managing relationships with agents and distributors.
- Conducting regular performance reviews and providing training/support to partners.
- Driving institutional adoptions in universities by engaging with faculty administrators and decision makers.
- Collaborating with marketing and product teams to tailor solutions for channel partners and end users.
- Achieving sales targets and report on sales pipeline forecasts and results.
- Attending industry events trade shows and university presentations to represent the company and build relationships.

Required Skills

Requirements:

- Experience in channel sales preferably in publishing or digital content solutions.
- Having a strong understanding of the education sector and institutional sales cycles.
- Excellent networking negotiation and relationship management skills.
- Ability to analyze sales data and market trends.
- Having business communication skills in English and Japanese.
- Self motivated results driven and able to work independently. Also willing to travel as neededR

Company Description

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