



【900～1100万円】 Key Account Manager Mass Retail

レゴジャパン株式会社での募集です。 法人営業（その他）のご経験のある方は歓迎で...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

レゴジャパン株式会社

Job ID

1576033

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 11 million yen

Work Hours

09:00 ~ 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12日付与（勤続年数に伴い最高20日まで付与）※初年度は入社月によって有...

Refreshed

February 5th, 2026 16:24

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 NJB2346454】

Lead the management of key strategic customer accounts to successfully implement the LEGO Group and Business Unit strategies within these accounts.

Develop lead and implement strategic account plans including store management and activation initiatives aimed at driving business growth.

Create and implement exceptional Joint Business Plans (JBP) that support sustainable growth for both the LEGO Group and its customers. Drive key account business performance to achieve commercial results in alignment with monthly and annual sales targets.

Develop short term sales forecasts and provide input to the Demand Planning team. Deliver commercial results against monthly DP sales targets (POS sales and customer sell in) .

Review business performance on a weekly basis generating transparency regarding short term actions for growth opportunities or mitigation strategies and execute accordingly.

Collaborate with finance business partners to manage revenue from trade investments improving value and efficiency.

Actively seek and develop new opportunities to maximize business potential and brand presence in retail including space expansions and the relocation or expansion of LEGO homesites.

Work closely with local marketing operations and third party field merchandising teams to facilitate account specific strategic initiatives.

Lead one or two cross account projects such as joint promotions across all accounts or key occasion promotions.

Required Skills

Do you have what it takes:

- 5+ years working experience in sales or customer management (retailers or wholesaler) preferably with FMCG or branded product industry or experience in headquarter role within chain operated modern retailers
- Excellent strategic orientation skills with the ability to take a comprehensive perspective seeing the bigger picture to handle the complexities.
- Working experience in account management activities based on annual planning cycles and cross functional collaboration rather than daily transactional activities within a single function
- Fluent verbal and written communication skills in both Japanese and English.
- Good communicator with networking skills
- Agile and focused approach
- Curious and passion for learning!
- Growth mindset

Company Description

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