



Account Manager Branded Channel and Merlin

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

1578843

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7.5 million yen ~ 9 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 12 days granted in the first year (up to...

Refreshed

February 19th, 2026 16:43

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 NJB2354888】

■Core Responsibilities

Responsible for building and maintaining partnerships and creating joint value to drive business growth with Merlin Group (LEGO LAND JAPAN (LLJ) in Nagoya and LEGO DISCOVERY CENTER (LDC) in Tokyo and Osaka) including:

- Drive customer value proposition. Leading strategic joint business agenda with customers using commercial analytics and insights developing annual business plans and leading in year negotiations and course correction plans
- Form assortment plan based on store segmentation and ensure execution; Ensure healthy in stock rate and stock return;

Ensure After Action Review for further improvement

- Set lead and monitor budgets including sales goals theme/sku performance retail KPI's partner profitability and expense control.

- Actively engage and collaborate with the Sales/Marketing team to represent Merlin and contribute to an overall market approach for the LEGO brand.

■Play your part in our team succeeding!

The Branded Channel team consists of five members who report to one Senior Manager. Among them one serves as the Merlin Account Manager and works as an individual contributor reporting to the same Senior Manager. The other four members are dedicated to the LEGO Certified Store (LCS) .

Required Skills

Do you have what it takes:

- Min 5 years of relevant experience in Account Management/Sales experience within brand business.

- Experience in running and handling retail brick and mortar stores either directly operated or through franchise partners.

- Sound knowledge and understanding of Retail KPIs assortment strategy stock management and how can be used to drive store performance.

- Ownership adaptable can do attitude

- Excellent collaboration and interpersonal skills.

- Excellent analytical skills a passion for data metrics and the ability to turn plans into execution/achievements.

- Strong negotiation and partner management skills including responsiveness and attention to detail and the ability to influence senior partners.

- Ability to think strategically while still focusing on immediate short term tasks with critical metric and joint business planning experience

Company Description

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