



【週4 リモート】 Associate Account Manager/アソシエートアカウントマネージャー

グローバル企業で、大手食品・消費財ブランドの戦略をデータで支えるお仕事！

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Job ID

1581920

Industry

Advertising, PR

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

April 21st, 2026 02:00

General Requirements

Minimum Experience Level

Over 3 years

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

(Associate) Account Manager – Foodservice / Consumer Insights

Role Overview

A global market research and consumer insights company is seeking an Account Manager or Associate Account Manager to join its client development team in Japan. This role focuses on building strong relationships with clients in the foodservice and consumer goods sectors while delivering data-driven insights and supporting business growth.

The successful candidate will work closely with major consumer brands and help them make strategic business decisions by analyzing market data and providing actionable recommendations.

Key Responsibilities

Client Relationship Management

- Build and maintain strong relationships with key client accounts.
- Ensure high levels of client satisfaction by delivering valuable insights, quality service, and reliable data analysis.
- Identify opportunities to expand relationships and generate repeat business.

Data Analysis and Insights

- Analyze consumer and market data to identify trends, opportunities, and potential business challenges.
- Develop insights that help clients strengthen their market position and grow their business.
- Present findings and strategic recommendations to stakeholders at different levels within client organizations.

Business Development

- Identify opportunities to expand existing accounts and develop additional revenue streams.
- Support the development of sales targets and account growth strategies.
- Explore potential new client opportunities in both domestic and international markets.

Client Deliverables and Reporting

- Prepare and deliver reports, presentations, and marketing insights to client teams.
- Translate complex datasets into clear and actionable business recommendations.
- Support the production and maintenance of client databases and analytical outputs.

Cross-Functional Collaboration

- Work closely with internal teams across different departments to ensure successful project delivery.
- Collaborate with regional colleagues across international offices.

Qualifications

Required Experience

- Bachelor's degree in Business, Economics, Marketing, or a related field.
- Approximately **3+ years of experience** in client service, account management, or client development roles within market research, consumer insights, or related industries.
- Experience working with data analysis tools or databases.

Technical Skills

- Familiarity with programming or data analysis languages such as **Python, SQL, R, Scala, or Java** is beneficial.
- Advanced proficiency in **Microsoft Office**, particularly Excel and PowerPoint.

Language Requirements

- Strong English communication skills (both written and spoken).

Key Competencies

- Strong analytical and storytelling ability, transforming complex datasets into clear insights.
- Excellent presentation and communication skills.

- Client-focused mindset with strong account management capabilities.
- Ability to work effectively in a multicultural and international environment.

Ideal Candidate Profile

- Curious and eager to learn continuously.
- Comfortable working with complex data and translating it into business insights.
- Proactive and solutions-oriented with a strong sense of ownership.
- Collaborative and able to build relationships with colleagues across global teams.
- Interested in the foodservice or consumer goods industries.

Work Location

- Tokyo, Japan

Additional Information

Employment may be subject to standard background verification processes in accordance with local regulations. Reference checks will only be conducted with candidate consent.

Company Description