アウトドア好き歓迎！グローバルブランドで売上拡大をリード　Key Account Manager

裁量大◎自由度の高い営業スタイル

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1589678

Industry
Retail

Company Type
Large Company (more than 300 employees) - International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 5th, 2026 05:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
Permission to work in Japan required

Job Description

Job Title: Key Account Manager (B2B Sales)

Location / Employment Type

Tokyo / Full-time

Overview

A globally recognized consumer goods company in the outdoor lifestyle sector is seeking a Key Account Manager to drive business growth in Japan. The company is known for premium products, strong brand value, and continuous expansion across international markets.

This role focuses on managing key accounts, developing new business opportunities, and executing strategic sales initiatives while strengthening long-term customer relationships.

Key Responsibilities

- Manage and grow key client accounts to achieve revenue and profitability targets
- Develop new business opportunities while maintaining existing relationships
- Understand customer needs and propose tailored product and sales solutions
- Plan and execute sales strategies, including forecasting and pipeline management
- Prepare proposals, quotations, and sales materials
- Conduct market research and competitor analysis
- Collaborate with internal teams (sales, product, operations) to drive business outcomes
- Support merchandising, inventory optimization, and in-store execution
- Deliver product training sessions and support customer engagement initiatives
- Participate in trade shows, client meetings, and industry events

Requirements

- Experience in B2B sales, account management, or business development
- Proven track record of achieving sales growth targets
- Experience in wholesale, retail, or supplier environments
- Strong PC skills (Excel, Word, PowerPoint)
- Ability to work independently and collaboratively
- Strong communication, negotiation, and interpersonal skills
- Data-driven mindset with ability to analyze performance metrics
- Proactive, results-oriented, and commercially driven
- Valid driver’s license

Preferred Qualifications

- Experience in consumer goods or lifestyle-related industries
- Interest in outdoor or recreational products
- Experience delivering training or presentations to clients

Soft Skills

- Customer-first mindset with focus on long-term relationships
- High ownership and accountability
- Resilient and adaptable in fast-paced environments
- Strong teamwork and collaboration skills
- Strategic thinking with attention to detail

Reporting Line

Reports to Sales Manager

Other

- Frequent client visits and on-site support required
- Nationwide coverage within Japan

職種：キーアカウントマネージャー（B2B営業）

勤務地 / 雇用形態

東京 / 正社員

概要

アウトドア・ライフスタイル領域でグローバルに展開する消費財メーカーにて、キーアカウントマネージャーを募集しています。高品質な製品とブランド力を強みに、世界各国で事業拡大を続ける企業です。

本ポジションでは、既存顧客の関係強化と新規開拓の両面から、売上拡大および事業成長をリードしていただきます。

主な業務内容

- 主要顧客のアカウント管理および売上・利益目標の達成
- 新規顧客の開拓と既存顧客との関係強化
- 顧客ニーズに基づく提案営業およびソリューション提供
- 売上予測やパイプライン管理を含む営業戦略の立案・実行
- 提案書・見積書など営業資料の作成
- 市場調査および競合分析
- 社内関連部門との連携によるビジネス推進
- 店舗における商品展開・在庫最適化の支援
- 商品トレーニングや販売支援の実施
- 展示会や商談など各種イベントへの参加

応募要件

- B2B営業またはアカウントマネジメント経験

- 売上成長を実現した実績
- 卸売・小売・サプライヤー業界での経験
- 基本的なPCスキル (Excel / Word / PowerPoint)
- 自走力およびチームワークの両立
- 高いコミュニケーション力・交渉力
- 数値分析に基づいた営業推進力
- 主体性と成果志向を持つ方
- 普通自動車運転免許

歓迎要件

- 消費財やライフスタイル関連業界での経験
- アウトドア分野への関心
- 顧客向けトレーニングやプレゼン経験

ソフトスキル

- 顧客志向で長期的関係構築ができる方
- 高い責任感とオーナーシップ
- 変化に柔軟に対応できる適応力
- チームワークを重視できる方
- 戦略的思考と細部への注意力

レポートライン

セールスマネージャー

その他

- 顧客訪問や現場対応が多く発生
- 日本全国をカバーする業務範囲

Company Description