



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

1592122

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6.5 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

May 14th, 2026 15:58

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 NJB2366648】

As an Account Manager you'll lead the relationship and business operations for a key retailer and thereby ensure our strategic business goals objectives. Your core responsibilities will be:

Account Management: Own the management of key strategic customer accounts to effectively implement LEGO Group and LEGO Japan strategies.

Strategic Planning: Develop and implement strategic account plans by working with Channel Lead or Account Lead (Managers and/or Senior Managers) to develop and implement joint business sales plan with the customer including

product listing in stock planograms space management store execution management with right branding and activation initiatives to drive business growth.

Joint Business Plans: Create and implement exceptional Joint Business Plans (JBP) with customer to support sustainable growth for both LEGO Group and its customers. Drive key account performance to meet commercial results aligned with sales targets.

Sales Forecasting: Develop short term sales forecasts and collaborate with the Demand Planning team. Achieve commercial results against monthly DP sales targets including POS sales and customer sell in.

Performance Review: Conduct weekly/monthly business performance reviews to identify growth opportunities and implement mitigation strategies.

Revenue Management: Collaborate with finance partners to manage revenue from trade investments enhancing effectiveness and value.

Opportunity Development: Actively seek new opportunities to increase business potential and brand presence in retail including space expansions and LEGO homesite relocations or expansions.

Cross functional Collaboration: Work closely with local marketing operations and third party field merchandising teams to implement account specific initiatives.

Required Skills

Do you have what it takes ·

Min 3 years working experience in sales or customer management (retailers or wholesaler) preferably with FMCG or branded consumer 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

Proficient in verbal and written communication skills in both Japanese and English.

Good communicator with networking skills

Agile

Curious and passion for learning!

Growth mindset

Company Description

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