



Understanding People

Senior Account Manager, シニアアカウントマネージャー フードデリバリー

Global tech company

Job Information

Recruiter

Specialized Group

Job ID

1593404

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Senior Account Manager, Food Delivery シニアアカウントマネージャー フードデリバリー

An international technology company is seeking a Senior Account Manager to support the growth of its food delivery business in Japan. This role will focus on managing key merchant partnerships, driving commercial performance, and collaborating with internal teams to enhance customer and partner experiences in a fast-paced digital services environment.

Key Responsibilities

- Build and maintain strong relationships with merchant partners
- Support business growth through account management and commercial planning
- Analyze partner performance data and recommend growth initiatives
- Identify operational challenges and coordinate improvement initiatives
- Collaborate with internal teams including operations, marketing, and customer support

- Monitor business performance and contribute to strategic planning activities
- Lead and support team objectives and performance management initiatives
- Provide market insights and recommendations to support business expansion

Qualifications

- 12+ years of experience in sales, business development, or account management
- 3+ years of team management or leadership experience
- Strong communication and presentation skills in Japanese
- Proven track record of achieving or exceeding commercial targets
- Strong analytical and problem-solving skills with a data-driven mindset
- Experience working in fast-paced or technology-related industries is preferred
- Familiarity with CRM systems, reporting tools, or data analysis platforms is preferred
- Business-level English communication skills are preferred

Company Description