



Senior Growth Manager (Japan Market)

Job Information

Hiring Company

Almedia GmbH

Job ID

1595023

Division

Growth

Industry

Internet, Web Services

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 16 million yen

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

June 29th, 2026 00:00

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Support customer success by developing growth strategies and managing campaigns for advertisers
- Work at a rapidly growing global company with significant autonomy and the opportunity to directly contribute to business growth
- An environment where you can hone high-market-value skills through data analysis and customer strategy development
- We support hybrid work arrangements and have a compensation system that fairly evaluates performance

【Job Responsibilities】

This isn't your regular job. Almedia is a place where those who want to push harder can accelerate their careers faster than anywhere else. We're aiming to become Germany's second bootstrapped unicorn. Almedia is already Europe's #3 fastest-

growing company in 2025 (FT1000).

We are building the future of marketing by rewarding our community of over 70 million users for engaging with our advertisers' products. We are offering a new way to acquire users for the biggest companies in the world.

At Almedia, you'll:

- Own way more, way earlier — you'll be trusted with responsibility fast.
- Push harder, get further — this isn't a 9–5. We highly reward intensity.
- Join a rare environment — you will work with ambitious high-speed, high-ownership people.
- Fully present — we're 5 days a week in the office to build the energising momentum we need.

< What Makes This Role a Game-Changer >

The Senior Growth Manager at Almedia plays a pivotal role not just in account management but in driving the strategic success of our clients and shaping Almedia's future growth. As a Senior Growth Manager, you'll directly impact Almedia's success, leading client relationships, guiding high-stakes campaigns, and implementing data-driven insights to deliver measurable outcomes. This role offers the chance to make a real difference through proactive problem-solving, strategic upselling, and cross-functional collaboration.

< Your Day-to-Day >

- Strategic Client Consultation & Relationship Management:
 - Serve as a strategic advisor for clients, guiding them through Almedia's rewarded ecosystem and sharing insights to optimize their campaigns.
- Data-Driven Campaign Optimization:
 - Lead campaign setups, tracking, and continuous performance analysis to meet key KPIs and ensure sustained client success.
- Competitive Analysis & Industry Insights:
 - Keep clients ahead with insights into the latest industry trends, providing competitive analysis to inform client strategies and elevate campaign impact.
- Problem Solving & Risk Mitigation:
 - Use data to proactively identify risks and opportunities, collaborating with internal teams (BI, Fraud, User Acquisition) to solve complex issues swiftly.
- Growth & Upselling:
 - Recognize opportunities for increased ad spend and assist in expanding clients' portfolios, helping to drive revenue growth for both the client and Almedia.
- Team Growth Contribution:
 - Participate actively in shaping the future of Almedia's Customer Success team, contributing ideas and insights as the team grows and scales.

< Why Almedia? >

Scale With Almedia: Have a real impact and grow alongside a startup that has been profitable from day one. High-Growth

Environment: We encourage all staff to take ownership of projects and consistently raise the bar.

Do More, Get More: Generous bonus scheme to ensure great, proactive work is valued.

We believe in fostering talent, evaluating all skill levels during the hiring process, and providing a clear path for growth.

Almedia is an equal opportunity employer. We embrace and celebrate diversity, and encourage individuals from all backgrounds to apply.

【Employment Type】

Full time

【Salary】

€62.5K – €82.5K

*At Almedia, we believe in ownership, and the work to build us up to the next stage should be appropriately rewarded. That's why every full time employee in Berlin participates in our virtual equity program, ensuring our success is shared collectively.

【Working Hours】

In accordance with company regulations

【Work Location】

Tokyo

*Hybrid

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills

【Key Traits for Success】

We're looking for candidates with the right mindset and potential, regardless of experience level. Here's what we value:

- Analytical Thinking: You thrive on data and are detail-oriented, using insights to drive decisions.
- Problem-Solving: You're proactive, always seeking creative solutions for both clients and the company.
- Strong Communication: You build relationships easily and convey complex ideas clearly.
- Team Player: You value collaboration and respect different perspectives.
- Adaptable & Growth-Oriented: You thrive in fast-paced environments and are excited to learn and grow.

- Client-Focused Passion: You're committed to delivering high-quality service and driving client success.

【 Bonus Skills 】

We value skills over years of experience and are looking for a range of talent. Ideal candidates will have the following qualifications:

- Analytical & Data Proficiency: You're detail-oriented and data-savvy, capable of using analytics tools and insights to shape campaign strategies.
- Strategic Communication & Relationship Building: Clear and persuasive communicator who can build strong client relationships and explain complex ideas effectively.
- Technical Knowledge & Troubleshooting: Experience with digital advertising and campaign tracking tools, and comfort with technical integrations.
- Adaptability & Growth Mindset: Eager to learn, thrive in fast-paced environments, and continuously seek growth.
- Consultative & Solution-Oriented Approach: Proactive in identifying solutions for both client challenges and business growth.
- Industry Insights: Knowledgeable about industry trends, competitive analysis, and best practices in the Ad-Tech and digital advertising landscape.

【 Preferred Qualifications (though not mandatory) 】

- Experience in client success, account management, or business development within digital advertising, gaming, or app industries.
- Strong negotiation skills and the ability to make data-informed decisions.

Company Description