

## Account Management

### Platform Partnerships

#### Job Information

**Recruiter**

SThree K.K.

**Job ID**

1597012

**Industry**

Other

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

2.5 million yen

**Refreshed**

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#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

#### Job Description

##### About Rocket Now

Rocket Now is a fast-growing food delivery platform operated by **CP One Japan**, the Japanese subsidiary of **Coupang, Inc.**, a NYSE-listed Fortune 150 technology company.

Coupang is a market leader in Korea, known for building and scaling large-scale platform and logistics businesses. Rocket Now launched in Japan approximately **16 months ago** and has already grown rapidly to **700+ employees**, with continued aggressive expansion.

The business is now entering its next growth phase in Japan and is building out its commercial and account management organization to support long-term scale.

**Senior Account Manager / Account Manager**

(シニア・アカウントマネージャー / アカウントマネージャー)

**【Role Overview】**

The Account Management role is responsible for **owning and growing strategic partner relationships** on the Rocket Now platform.

This is a **sales / commercial role**, focused on managing partners, driving revenue growth, improving performance, and building long-term relationships. The role plays a key part in Rocket Now's expansion in Japan and offers the opportunity to join a proven platform at an early growth stage.

#### 【Key Responsibilities】

- Own and manage **key partner / merchant accounts**
- Drive **revenue growth, retention, and account expansion**
- Lead **commercial discussions and contract negotiations**
- Analyze partner performance and identify growth opportunities
- Act as the main point of contact for partners, maintaining strong long-term relationships
- Work closely with internal teams such as Operations, Product, and Marketing to improve partner success
- Support the development of scalable account management processes as the organization grows

#### 【Required Qualifications】

- 5+ years (AM) / 7+ years (Senior AM) of experience in **Account Management, Sales, Partnerships, or Commercial roles**
- Experience managing **external clients or partners**
- Strong **commercial mindset** with exposure to revenue or growth responsibility
- Experience in **platform, marketplace, e-commerce, or technology environments**
- Strong communication and stakeholder management skills
- Business-level Japanese and English

#### 【Preferred Qualifications】

- Experience managing **enterprise or key accounts**
- Background in **two-sided marketplace or platform businesses**
- Experience in a **high-growth or scaling organization**
- Data-driven approach to performance and KPI management

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## Company Description

Company Name: CP One Japan LLC  
Service Brand: Rocket Now  
Parent Company: Coupang, Inc. (NYSE: CPNG)  
Industry: Technology / Platform / Food Delivery  
Location: Tokyo, Japan  
Employment Type: Full-time