



B2B Junior Key Account Manager (Lighting Equipment)

Global Brand | Work-Life Balance

Job Information

Hiring Company

[Profoto KK](#)

Job ID

1602948

Industry

Other (Advertising, PR, Media)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Train Description

Hibiya Line, Hatchobori Station

Salary

4 million yen ~ 5 million yen

Work Hours

9:30 AM – 6:00 PM (1-hour break)

Holidays

Fully 2 days off per week (Saturdays, Sundays, and Holidays)

Refreshed

September 23rd, 2026 03:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- B2B Sales & Account Management:
 - Take an active role in sales while managing dealer and retail partner relationships, supporting business growth through sales planning, promotional activities, and account development.

- Drive Brand Growth:
-Help expand the Profoto brand in Japan and contribute to its continued growth.
- Enhance Global Skills:
-Refine your English proficiency through hands-on collaboration with international teams and develop your sales expertise in a global environment.
- Stable Work Environment:
-Enjoy a healthy work-life balance with weekends and national holidays off, more than 120 annual holidays, and a retirement benefit program.

【Job Responsibilities】

You will be responsible for driving B2B sales of Profoto's premium lighting equipment in the Japanese market while developing strong relationships with dealers and retail partners. In addition to planning sales activities and supporting partners, you will actively engage in sales, identify new business opportunities, and help expand the Profoto brand in Japan. Initially, you will start by handling dealer inquiries, creating reports, and monitoring sales performance. Rather than taking on major accounts alone from day one, you will gradually become involved in account management and promotional planning with the support of existing team members.

You will have frequent opportunities to use English in your daily operations, including emails, meetings, and reporting with international teams, allowing you to continuously improve your business English in a practical setting.

< Specific Duties >

- Building and maintaining strong relationships with retailers and dealers
- Handling inquiries from retailers and providing sales support
- Monitoring and aggregating sales and inventory data
- Preparing internal reports and presentation materials
- Supporting the creation of sales plans and account strategies
- Assisting in promotional planning and campaign execution
- Checking sales statuses on online stores and physical retail locations
- Participating in exhibitions and industry events
- Communicating with overseas teams via email and online meetings

< Why Join Us? >

- An English-Speaking Environment: Use English daily through communication and reporting with overseas teams.
- Work with the Profoto Brand: Contribute to the growth of a premium brand trusted by professional photographers worldwide.
- Global Career Development: Take charge of executing global strategies in the Japanese market. Experience the fast-paced, high-discretion environment typical of a multinational company.

【Employment Type】

Permanent, Full-time

【Salary】

Annual Salary: JPY 4,000,000 – JPY 5,000,000

(Base Salary: JPY 4,000,000 – 5,000,000 / Fixed Overtime Pay: None)

【Working Hours】

9:30 AM – 6:00 PM (1-hour break)

*Actual working hours: 7.5 to 8 hours per day

*Average working days: 18 to 22 days per month

【Work Location】

Chuo-ku, Tokyo

< Access >

5-minute walk from Hatchobori Station (Hibiya Line)

*Easily accessible from Hatchobori, Shintomicho, Takaracho, Kayabacho, and Tsukiji stations, as well as the Minato, Shintomi, Irifune, Hatchobori, and Shinkawa areas in Chuo-ku.

【Holidays & Leave】

- 120+ Annual Holidays
- Two days off per week (generally Saturdays, Sundays, and national holidays)
- Occasional weekend work may be required for exhibitions, trade shows, and events (compensatory leave will be provided the following week in such cases).
- Summer Vacation
- Year-End and New Year Holidays
- Paid Leave

【Benefits & Welfare】

- Comprehensive Social Insurance
- Transportation Allowance (Fully covered)
- Retirement Allowance System
- Uniformly paid allowances (commuting, perfect attendance, family): Yes (Applicable as per company policy)

Required Skills

【Minimum Requirements】

- Comfortable with email correspondence and participating in meetings in English

- Experience in customer-facing roles (e.g., sales, hospitality, retail, customer support)
- Basic proficiency in MS Excel, Word, and PowerPoint
- Willing and able to go on domestic business trips

***Notes (Supplementary Info on Language Skills):**

Daily English communication is required for interactions with overseas teams. Practical English proficiency is necessary for daily emails and online meetings with international colleagues.

【Preferred Qualifications】

- Interest in photography, cameras, and related equipment
- Experience in retail or dealer support
- Experience in multi-channel sales or business development
- Experience working in a multinational company or international business environment
- Basic knowledge of sales processes and account management
- Strong schedule management and task organization skills
- Experience with data entry and report generation

【Desired Profile】

- Individuals who want to actively use English in their work
- Those eager to build a career in a global environment
- People who enjoy and excel at building relationships with others
- Proactive individuals who can collaborate well with a team

【About Selection】

- Selection Process:
 - Document Screening → 1st Interview → Aptitude Test → Final Interview → Job Offer
- *Only successful candidates will be contacted after the document screening.
- *Interview dates and start dates are negotiable.

Company Description