



Understanding People

Senior Key Account Manager / シニアキーアカウントMgr

Strategic B2B sales role

Job Information

Recruiter

Specialized Group

Job ID

1605037

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 00:00

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 Key Account Manager | シニアキーアカウントマネージャー

Our client, a company in the food industry, is seeking a Senior Key Account Manager to drive sustainable business growth in Japan through strategic client relationships and new product development. This role offers the opportunity to lead initiatives that enhance business profitability and position the company as a long-term strategic partner in the Japanese market. Enjoy the benefits of working in a dynamic environment with opportunities for travel within Japan.

Key Responsibilities:

- Develop and strengthen relationships with strategic clients
- Identify and develop new customers in the Japanese market
- Lead product development initiatives for market differentiation

- Analyze pricing and product mix for profitability
- Plan and execute trade marketing initiatives
- Coordinate with supply chain and marketing for product launches

Qualifications:

- Proven experience in B2B sales in food industry
- Strong knowledge of Japanese market and commercial dynamics
- Excellent communication skills in English and Japanese
- Experience managing key accounts and developing new business
- Ability to lead cross-functional projects
- Experience with CRM software is preferred but not mandatory

Company Description