Associate Account Director

Direct sales to advertisers

Job Information

Recruiter
SThree K.K.

Job ID
1605959

Industry
Advertising, PR

Company Type
Small/Medium Company (300 employees or less) - International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 27th, 2026 02:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The client is a leading advertising technology company providing a cloud-based platform that helps brands and agencies plan, buy, measure, and optimise digital advertising campaigns Their products leverage data, automation, and AI to enable advertisers to reach relevant audiences, manage media spend more efficiently, and gain deeper insights into campaign performance, all through a unified, self-service platform designed for the open internet.

A hunter sales professional with experience selling digital advertising, marketing automation, or programmatic advertising solutions directly to advertisers is required for one of the worlds foremost programmatic advertising solution providers. In this role you will regularly approach and engage new prospect customers, introduce campaign solutions, and onboard new customers to the platform. You will be working in a pod with other adverting industry specialists to ensure growth of campaign revenue across strategic accounts and achieve business goals.

The successful candidate should speak business level English, and be fluent in Japanese, as well as have the following experiences:

- 10+ years' experience in digital advertising, media, or adtech
- Strong track record of achieving and exceeding sales targets
- Proven ability to engage with senior stakeholders and influence business decisions
- Campaign analysis and reporting, with the ability to translate insights into actionable strategies
- Experience working in a cross-funtional team and collaborating on strategic accounts.

You will work together with your manager and team members to deliver outstanding results. In return you will be rewarded with a competitive salary, benefits, and career development opportunities.

If this sounds like you, please apply as soon as possible.

Company Description

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