

【1000 ~ 1200万円】【東京EC】営業 / National Key Account Manager eCommerce

レッドブル・ジャパン株式会社での募集です。 法人営業（消費財）のご経験のある方...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
レッドブル・ジャパン株式会社

Job ID
1608212

Industry
Food and Beverage

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 12 million yen

Work Hours
09:00 ~ 18:00

Holidays
【有給休暇】有給休暇は入社時から付与されます 初年度 20日（入社時期により変動）、1か月目から 【休日】完全週休二日制 土 ...

Refreshed
November 13th, 2026 01:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2399723】
◆Company description
As National Key Account Manager eCommerce you will own the execution of Red Bull Japan’s national eCommerce strategy with a strong focus on platforms such as Amazon. You will lead and develop key eCommerce partnerships drive sustainable sales growth and deliver volume and P L targets while ensuring Red Bull’s premium brand presence online.

This role sits at the heart of Red Bull's Off Premise business and works cross・functionally with Sales Marketing Trade Marketing Operations and Global/APAC stakeholders to accelerate eCommerce performance in Japan.

◆Job description
●Driving eCommerce Strategy Growth
You will execute Red Bull's global and local eCommerce vision across pure players marketplaces B2B platforms and emerging digital touchpoints. You'll ensure the right assortment pricing promotions and visibility to outperform the competition online.

●Key Account Leadership
You will build and lead strong relationships with key eCommerce partners and buyers. You will ensure Red Bull maximizes distribution visibility content quality promotions and search and browse performance across all major platforms.

●Commercial Operational Excellence
You will work closely with internal stakeholders and external partners to ensure accurate forecasting stock availability flawless execution and brand protection across online platforms. Data・driven decision making and continuous optimization will be central to your success.

●Cross・Functional Collaboration
You'll collaborate with Marketing Trade Marketing Operations Finance Legal and global teams to deliver integrated plans and best in class online execution sharing insights and learnings across the organization.

●People Development
You will coach and develop team members fostering a high・performance collaborative and positive team culture aligned with Red Bull's values.

Required Skills

5+ years of experience in Key Account Management ideally within FMCG grocery or online retail

2+ years of eCommerce experience with strong understanding of online shopper behavior and digital sales drivers

Proven ability to drive commercial results with major online platforms（e.g. Amazon marketplaces）

People management experience

Business・fluent Japanese and English

Strong analytical mindset with a test・and・learn approach

Excellent stakeholder management and communication skills

Company Description

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