



【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

August 20th, 2026 16:07

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

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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