



【1160～1480万円】Senior Key Account Manager (シニアキーアカウントマネージャー)

外資大手人気玩具メーカーでの募集です。営業管理職のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

外資大手人気玩具メーカー

Job ID

1610233

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 14 million yen

Work Hours

09:00 ~ 17:30

Holidays

詳細は求人ご紹介時にご案内いたします。

Refreshed

September 3rd, 2026 17:39

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2405317】

Are you ready to join us in building a strong and inspiring brand for the future・

Bring your analytical approach and collaborative spirit to support the business growth in our mass retail channel for us!

Core Responsibilities

・ Senior Commercial Leadership: Drive a market focused approach within the sales team to ensure sustainable business

growth and achieve strategic objectives.

- Customer Relationship Enhancement: Strengthen and expand key customer relationships by delivering on jointly developed business plans and long term partnership goals.
- Comprehensive Account Planning: Lead account planning for multiple key accounts developing short mid and long term strategies aligned with broader channel directions.
- End to End Key Account Management: Oversee selling in consumer sales performance demand planning forecasting and revenue management including trade investment.
- Analytical Reporting: Deliver high quality reports by tracking and interpreting key metrics such as consumer sales selling in stock levels sell through rates and other performance KPIs.
- Shopping Experience Enhancement: Oversee trade marketing execution and translate shopper insights into actionable plans that reflect brand values.
- Retail Execution Strengthening: Manage the third party field merchandising team to deliver best in class retail excellence.
- New Business Development: Lead initiatives to explore and develop new business opportunities expanding market presence.
- Cross Functional Collaboration: Work closely with Marketing Finance Operations and Order Management to support sales initiatives and ensure seamless execution for customers.
- Influential Leadership: Lead and inspire a team of account managers providing guidance and support.
- Growth Mindset: Continuously identify opportunities to innovate and improve.

Required Skills

Do you have what it takes •

- You work effortlessly with Microsoft Office especially in Teams Excel and PowerPoint
- Min 10+ years' experience in FMCG or commercially driven roles within international consumer branded goods organizations ideally in frontline or customer • facing positions.
- Strong capability in customer and stakeholder management with a proven ability to navigate complex relationships.
- Experience in strategic planning with the ability to translate insights into actionable commercial strategies.
- Experience in Trade Marketing Category Management or Joint Business Planning
- Experience in omni channel business.
- Experience in leading new business development
- Solid financial acumen including the ability to analyze data interpret trends and make sound recommendations.
- A proactive can • do mindset with high energy resilience and a strong drive to grow and refine your commercial and sales expertise.
- Exceptional communication skills with the ability to convey insights influence decisions and engage senior stakeholders.
- Demonstrated ability to collaborate effectively across internal teams and external partners.
- A solution oriented analytical problem • solving mindset.
- A collaborative working style with a commitment to shared success and cross • functional alignment.

Company Description

ご紹介時にご案内いたします