



Luxury Sales Team Lead

Global luxury media producer

Job Information

Recruiter

Advisory Group K.K.

Hiring Company

RETAINED SEARCH - Global media group

Job ID

1614677

Industry

Publishing, Printing

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

(Almost) All Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shibuya-ku

Salary

13 million yen ~ 17 million yen

Work Hours

8hrs per day

Refreshed

September 30th, 2026 10:33

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

THIS POSITION IS A RETAINED SEARCH EXCLUSIVE TO ADVISORY GROUP

YOU WILL BE REQUIRED TO SIGN AN NDA BEFORE ANY CLIENT INFORMATION IS SHARED IN A VIDEO CALL

Account Team Leader for a prestige global media producer in tech. lifestyle and luxury.

You will lead a new team to drive them to align with the new GM and global strategy to be more pro-active in delivering media solutions to clients. You need to be hands-on, a strong people manager and lead from the front in creating new offerings for key accounts.

Required Skills

- 10+ years in ad agency or media industry ideally with luxury client experience
 - Change leader with a progressive growth mind set; letting your team unleash their potential
 - Strong account manager confident of winning client pitches
 - Pro-active and NOT reactive sales/BD attitude
 - Able to cross and upsell to existing clients
 - Collaborative with other leadership and creative teams
 - Able to join Jan 2027 at the latest
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Company Description