# Luxury Sales Team Lead Exclusive job

**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**
November 25th, 2026 07:00

## 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 Level

**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

## Company Description