Account Executive

Job Information

Recruiter
Build Plus K.K.

Hiring Company
Global Travel Technology Company

Job ID
1617018

Industry
Other (Hospitality)

Company Type
Large Company (more than 300 employees) - International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 9 million yen

Refreshed
November 25th, 2026 00:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Entry Level

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

Account Executive – Global Travel Technology Company

Location: Japan
Experience: 2+ years in Sales
Language: Native Japanese and Business-level English

About the Company

Our client is a leading global travel technology company operating one of the world's largest online travel platforms. The company connects travelers with accommodation providers worldwide and helps partners grow their businesses through technology, data, and digital solutions.

With a strong presence in Japan and an international working environment, the company offers opportunities for career development in the travel and technology industries.

About the Role

We are looking for an Account Executive to manage and grow relationships with business partners in Japan.

The role primarily focuses on account management, partner engagement, and revenue growth, with opportunities to develop new business relationships.

Candidates with experience in both new business development (hunter sales) and account management (farmer sales) are preferred, but those with a strong account management background are also encouraged to apply.

Key Responsibilities

- Manage and develop relationships with existing business partners.
- Identify opportunities to grow accounts, improve performance, and increase revenue.
- Conduct regular business reviews and provide recommendations based on market trends and performance data.
- Negotiate commercial terms, promotions, and partnership opportunities.
- Identify and approach potential new business partners.
- Collaborate with internal teams to support partner success and resolve business challenges.
- Monitor account performance and contribute to sales targets and business growth.

Why Join?

- Work with a well-established global technology company.
- Be part of an international and multicultural working environment.
- Gain exposure to a growing digital industry.
- Develop your sales and account management skills with opportunities for career progression.

Required Skills

Requirements

- Minimum 2 years of experience in B2B sales, account management, business development, or a related commercial role.
- Native-level Japanese and strong conversational English.
- Strong communication, negotiation, and relationship-management skills.
- Experience managing client relationships and identifying opportunities for account growth.
- Proactive, results-oriented mindset with good problem-solving skills.
- Comfortable working with sales targets, performance data, and multiple accounts.
- Interest in the travel, hospitality, or technology industry.

Nice to Have

- Experience in both new business acquisition (hunter sales) and existing account development (farmer sales).
- Experience in hospitality, travel, e-commerce, or technology.
- Experience managing a portfolio of B2B clients.
- Familiarity with CRM systems and data-driven sales processes.

Company Description