

Strategic Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Technology Company

Job ID
1618917

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ Negotiable, based on experience

Refreshed
November 5th, 2026 01:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Opportunity

As a Strategic Account Manager, your primary objective will be to grow and optimize a portfolio of business partners through remote account management. You will be responsible for enhancing partner engagement, driving performance, and expanding commercial opportunities through a data-driven and scalable approach.

Key Responsibilities

Identify, approach, and develop new business partnerships within the B2B sector.
Introduce and communicate the value proposition of new business solutions and services.
Drive revenue growth and business performance across an assigned partner portfolio.
Utilize data and market insights to develop recommendations that improve partner outcomes and commercial results.
Evaluate existing partnerships and identify opportunities for optimization, expansion, and long-term growth.
Lead negotiations, manage commercial agreements, and support onboarding activities for new partners.
Develop and implement initiatives that improve operational efficiency and business performance.

Analyze performance metrics and identify opportunities for continuous improvement.
Investigate and resolve operational or commercial issues impacting partner success.
Prepare business proposals, presentations, and stakeholder communication materials.
Manage regular business reviews and performance reports for internal and external stakeholders.

Requirements

Minimum 5 years of experience in account management, business development, partnership management, or a related commercial role.
Strong stakeholder management and relationship-building skills.
Ability to identify complex business challenges and develop practical solutions.
Strong analytical mindset with the ability to derive insights from data.
Proficiency in Microsoft Office applications, including Excel and PowerPoint.
Excellent organizational, planning, and prioritization skills.
Collaborative team player with a proactive, results-oriented mindset.
Adaptability and willingness to thrive in a fast-changing environment.
Curiosity and continuous learning attitude.

Preferred Qualifications

Experience working in B2B environments.
Experience managing strategic partnerships, channel partners, or commercial accounts.
Exposure to digital platforms, e-commerce, technology, or marketplace businesses is advantageous.
Experience working in an international or multicultural business environment is preferred.

※Depending on the candidate's experience, they may also be considered for a junior Account Executive position.

Employee Benefits:
According to Japanese Labour Laws

Required Skills

Tokyo, Japan

Department
Supply Market Operations

About Agoda

At Agoda, we bridge the world through travel. Our story began in 2005, when two lifelong friends and entrepreneurs, driven by their passion for travel, launched Agoda to make it easier for everyone to explore the world.

Today, we are part of Booking Holdings [NASDAQ: BKNG], with a diverse team of over 7,000 people from 90 countries, working together in offices around the globe. Every day, we connect people to destinations and experiences, with our great deals across our millions of hotels and holiday properties, flights, and experiences worldwide.

No two days are the same at Agoda. Data and technology are at the heart of our culture, fueling our curiosity and innovation. If you’re ready to begin your best journey and help build travel for the world, join us.

Get to Know our Team:

Supply is a team of creative entrepreneurs that develop solutions for Agoda’s accommodation partners and promote Agoda’s top and bottom-line growth. We design tailored business and product solutions with our partners and help them generate measurable value. Members of our team are empowered and supported to grow their market(s) or accounts. We develop win-win relationships and leverage Agoda’s unique accommodations portfolio and tech solutions to bring our partners the advantages they seek. Utilizing our strong brand and resources, we roll out new product to increase the visibility of Agoda, introduce more travelers to our great products and service and deliver significant revenues to the overall business.

The Opportunity:

As a Strategic Account Manager your key objective is to grow the coverage and quality of Agoda’s supply network by remotely managing a portfolio of hotel partners in Japan. You will be responsible for maximizing partner engagement, driving portfolio performance, and improving supply metrics through digital-first account management at scale.

In this role, you’ll get to:

Identify, pitch and build new supplier relationships for Agoda focusing on the B2B and wholesale market

Introduce and explain the strategic benefits of the new B2B solution product

Grow bookings, revenues and gross profit of assigned hotel partners

Using data to develop business solutions and maximize Agoda’s accommodation availability, content competitiveness and

business growth for the hotel partners

Evaluate existing partnerships and determine if any actions needed to optimize the performance. Identify, prioritize, negotiate, contract and onboard non-participatory hotels, ensuring favorable terms and conditions.

Formulate project ideas, determine where opportunity exists and implement new approaches.

Work in a data-driven environment

Research and troubleshoot rate and availability issues to help hotels maximize their booking performance; e.g., problems with connectivity, rate mapping, extranet management, etc.

Prepare pitch presentations and materials

Manage regular weekly/monthly supplier and internal reports

What you'll need to succeed:

Minimum 5 years' experience in account management, business development, or supply/e-commerce role.

Strong interpersonal skills and ability to influence external/internal stakeholders.

Think out-of-the-box to develop and implement solutions for unique challenges when negotiating with hotel partners

Ability to drive insights out of data and articulate the findings

Proficiency in Microsoft Word, Excel, Outlook, and PowerPoint

A team player with a professional "get it done" attitude and work ethic.

Strong prioritization and planning skills; must be comfortable with making trade-offs.

Curiosity to learn and willingness to try new approaches. Comfortable in a two-way feedback culture.

Adapts well to and is energized by change

It's Great if you Have:

B2B and wholesale markets experience preferred

Experience in hotel or travel industry, especially OTA channels preferred, but not necessary

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC's unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.