

Strategic Account Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
JAC International

Job ID
1619551

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ Negotiable, based on experience

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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, you will serve as the primary point of contact for accommodation partners, taking ownership of key relationships and driving mutual growth. A core part of the role involves strengthening existing partnerships while also identifying and acquiring new supply sources and product opportunities within an assigned territory.

In This Role, You Will:

-Build and maintain long-term, trusted relationships with key accommodation partners to support regional growth
-Engage regularly and meaningfully with partners to understand their needs and business goals
-Analyze large and complex datasets to propose tailored, value-driven solutions for partners
-Use strong analytical and problem-solving skills to identify new growth opportunities
-Educate partners on new and existing tools, technologies, and operating models
-Prepare materials and insights to support productive partner meetings
-Respond to partner inquiries in a timely and effective manner

-Collaborate with internal stakeholders to execute strategies and launch promotional initiatives that enhance performance and competitiveness
-Align product offerings with market demand to improve conversion from passive to active customers
-Deliver against country-level KPIs, growth targets, and strategic initiatives
-Support the Area Manager with reporting and insights for senior stakeholders

Employee Benefits:
According to Japanese Labour Laws

Required Skills

-Bachelor’s degree
-Minimum 3 ? 5 years of experience in business development and/or account management
-Strong interpersonal skills & ability to influence both external / internal stakeholders
-Experience in internet/e-commerce preferred
-Strong analytical and problem-solving skills
-Team player with a professional “get it done” attitude and work ethic
-Proven success in acquiring, building & maintaining long term customer relationships
-Adapts well to change and able to work in a fast-paced environment.
-Ability to create new, innovative ideas
-Native level Japanese to communicate with clients speaking Japanese and intermediate English to communicate internally.

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.