



Creative Consultant (Sales)

Base salary + qrtly bonus, commissions

Job Information

Hiring Company

Custom Media K.K.

Subsidiary

Custom Media

Job ID

1223107

Division

Sales

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Hibiya Line, Toranomom Hills Station

Salary

3 million yen ~ 5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

June 27th, 2022 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Custom Media is an award-winning integrated digital marketing agency based in central Tokyo.

We seek an enthusiastic, ambitious and goal-oriented Creative Consultant (previously "Advertising Sales Executive") with a proven sales track record to join our dynamic business development team.

We offer guaranteed remuneration plus generous bonus and commissions, transport allowance, paid vacations, training and excellent growth opportunities.

Responsibility:

- Sell advertising space for the Tokyo American Club monthly magazines, digital media, and sponsorship opportunities
- Sell full suite of agency services (video, website design and development, media buying, digital marketing) as role matures
- Proactively prospect and contact clients – full sales cycle account management from prospecting to after-sales service
- Develop new business strategies and services to meet client's needs with a creative and consultative approach
- Maintain detailed knowledge of the company's products and services, including event management, website design and development, video production, social media and more
- Stay up to date with local and international marketing trends, and be able to advise clients effectively
- Ensure monthly and quarterly sales targets are met
- Attend and contribute to weekly sales meetings
- Maintain strong relationships with clients and vendors

We offer:

- Professional on-the-job training
- Full exposure to all aspects of the agency business
- Friendly, flexible and comfortable work environment at one of Tokyo's best new shared office spaces (CIC, Toranomon Hills)
- Guaranteed remuneration + quarterly bonuses + commission
- Transport allowance
- Paid vacations

Working Hours

- 9:30am to 6:30pm Monday to Friday
- Work from home and / or office flexibility

Only shortlisted candidates will be contacted for an interview.

No telephone calls, please.

Required Skills

Key Qualifications

- Bachelors Degree (preferably commerce/marketing/communications)
- Business level English and Business level Japanese, OR, Native level English
- Minimum two years proven sales experience
- Ability to work under pressure and achieve sales targets
- Must be highly motivated, enthusiastic and ambitious
- Ability to identify new business and marketing opportunities
- Comfortable meeting with and selling to key decision-makers
- Commercially astute with solutions sales approach rather than product-based approach
- Looking for growth

Company Description

Custom Media is an award-winning bilingual, digital integrated marketing, content-creation and strategic communications agency in Tokyo.

We provide data-driven, targeted marketing solutions with a solid return-on-investment approach focusing on customer engagement. Our services comprise strategy, creative solution and technology.

We are a diverse team of creative individuals, traversing the ever-evolving digital media landscape to innovate and inspire solutions for our clients to succeed.

Vision

To be the leading bilingual, digital communications agency and content creator for helping global business prosper in Japan

and abroad.

Mission

To inspire and innovate digital integrated marketing solutions for clients to communicate and succeed.

Values

- Quality: We ensure high levels in everything we do.
- Integrity: Honesty in all situations is crucial.
- Accountability: We take responsibility for our work and projects.
- Partnership: We want to form long-lasting relationships with our clients.
- Imagination: We inject creativity and innovative ideas into everything we do

カスタムメディアは、バイリンガルのデジタルマーケティング、コンテンツクリエイションサービスを提供する総合戦略コミュニケーションエージェンシーです。

当社は、確かなROI実現のために、カスタマーエンゲージメントに注目し、ターゲット層とデータに基づいたマーケティングソリューションを提供しています。当社のサービスは戦略、創造性、そして技術から成り立っています。

常に進化するデジタルメディア環境において、クリエイティブなメンバーで構成される多様性豊かなチームは、クライアント企業を成功に導く革新的かつ刺激的なソリューションを提案します。

ビジョン

国内外におけるグローバルビジネスの成功を支援する、卓越したバイリンガルコミュニケーションエージェンシーかつコンテンツクリエイターを目指します。

使命

クライアント企業のコミュニケーションを成功へと導くための、革新的かつ刺激的な統合デジタルマーケティングを提案します。

バリュー

- 品質: 全てにおいて高い品質を確保します。
- 誠実: いかなる状況においても、公明正大であります。
- アカウンタビリティ: 全ての仕事とプロジェクトに責任を持ちます。
- パートナーシップ: クライアント企業との長期的な関係の構築を追求します。
- 想像力: 全ての活動において、創造性と革新的なアイデアを織り込みます。