



PR/086839 | Digital Sales & Planning Specialist

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1552542

業種

アミューズメント・エンターテインメント

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2025年07月22日 10:51

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

POSITION SUMMARY

A Japanese entertainment company is seeking a Digital Sales & Planning Specialist to join their team. This role focuses on analyzing digital sales performance, planning and executing promotions, managing pricing strategies, and coordinating with platform partners and distributors. The ideal candidate will have strong analytical skills, a solid understanding of the digital marketplace, and excellent communication abilities.

RESPONSIBILITIES

- * Analyze digital sales performance and storefront trends to inform pricing and promotional strategies.
- * Plan and execute digital sales promotions across platforms, including title selection, discount tiers, and scheduling.
- * Propose and develop game and DLC bundles, determining optimal pricing and market positioning.

- * Coordinate promotional submissions and timelines with platform holders such as PlayStation, Nintendo, Steam, and Xbox.
- * Collaborate with distributors and partners to align pricing, gather feedback, and explore new opportunities.
- * Track, measure, and report on promotional outcomes to inform future campaigns and strategic decisions.
- * Maintain accurate internal calendars and databases for promotions, pricing updates, and digital release plans.
- * Monitor competitive trends and market shifts to identify emerging sales opportunities.

QUALIFICATIONS

- * 2+ years of experience in digital sales, commercial planning, or game publishing operations
- * Strong analytical skills and proficiency with Excel or other data analysis tools
- * Familiarity with digital storefronts (e.g. PlayStation Store, Nintendo eShop, Steam, Xbox Store)
- * Excellent organizational skills and attention to detail
- * Strong written and verbal communication abilities
- * Ability to work both independently and cross-functionally with internal teams and external partners

BASE SALARY USD60,000-80,000 (DOE)

LOCATION Santa Ana, CA

WORK STYLE Hybrid (3 times/week in the office)

#LI-JACUS #LI-US #countryUS

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会社説明