【週４リモート】Associate Account Manager/アソシエートアカウントマネージャー

グローバル企業で、大手食品・消費財ブランドの戦略をデータで支えるお仕事！

募集職種

人材紹介会社
Cornerstone Recruitment Japan 株式会社

求人ID
1581920

業種
広告・PR

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合
外国人 多数

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

ボーナス
固定給+ボーナス

更新日
2026年11月03日 06:00

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
ネイティブレベル

最終学歴
大学卒： 学士号

現在のビザ
日本での就労許可が必要です

募集要項

(Associate) Account Manager – Foodservice / Consumer Insights

Role Overview

A global market research and consumer insights company is seeking an Account Manager or Associate Account Manager to join its client development team in Japan. This role focuses on building strong relationships with clients in the foodservice and consumer goods sectors while delivering data-driven insights and supporting business growth.

The successful candidate will work closely with major consumer brands and help them make strategic business decisions by analyzing market data and providing actionable recommendations.

Key Responsibilities

Client Relationship Management

- Build and maintain strong relationships with key client accounts.
- Ensure high levels of client satisfaction by delivering valuable insights, quality service, and reliable data analysis.
- Identify opportunities to expand relationships and generate repeat business.

Data Analysis and Insights

- Analyze consumer and market data to identify trends, opportunities, and potential business challenges.
- Develop insights that help clients strengthen their market position and grow their business.
- Present findings and strategic recommendations to stakeholders at different levels within client organizations.

Business Development

- Identify opportunities to expand existing accounts and develop additional revenue streams.
- Support the development of sales targets and account growth strategies.
- Explore potential new client opportunities in both domestic and international markets.

Client Deliverables and Reporting

- Prepare and deliver reports, presentations, and marketing insights to client teams.
- Translate complex datasets into clear and actionable business recommendations.
- Support the production and maintenance of client databases and analytical outputs.

Cross-Functional Collaboration

- Work closely with internal teams across different departments to ensure successful project delivery.
- Collaborate with regional colleagues across international offices.

Qualifications

Required Experience

- Bachelor’s degree in Business, Economics, Marketing, or a related field.
- Approximately **3+ years of experience** in client service, account management, or client development roles within market research, consumer insights, or related industries.
- Experience working with data analysis tools or databases.

Technical Skills

- Familiarity with programming or data analysis languages such as **Python, SQL, R, Scala, or Java** is beneficial.
- Advanced proficiency in **Microsoft Office**, particularly Excel and PowerPoint.

Language Requirements

- Strong English communication skills (both written and spoken).

Key Competencies

- Strong analytical and storytelling ability, transforming complex datasets into clear insights.
- Excellent presentation and communication skills.

- Client-focused mindset with strong account management capabilities.
- Ability to work effectively in a multicultural and international environment.

Ideal Candidate Profile

- Curious and eager to learn continuously.
- Comfortable working with complex data and translating it into business insights.
- Proactive and solutions-oriented with a strong sense of ownership.
- Collaborative and able to build relationships with colleagues across global teams.
- Interested in the foodservice or consumer goods industries.

Work Location

- Tokyo, Japan

Additional Information

Employment may be subject to standard background verification processes in accordance with local regulations. Reference checks will only be conducted with candidate consent.

会社説明