



Account Manager Mass Retail

レゴジャパン株式会社での募集です。法人営業（その他）のご経験のある方は歓迎で...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

レゴジャパン株式会社

求人ID

1583182

業種

日用品・化粧品

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

650万円 ~ 900万円

勤務時間

09:00 ~ 17:30

休日・休暇

【有給休暇】有給休暇は入社時から付与されます 12 days granted in the first year (up to...

更新日

2026年03月19日 15:20

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

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

【求人No NJB2366648】

As an Account Manager you'll lead the relationship and business operations for a key retailer and thereby ensure our strategic business goals objectives. Your core responsibilities will be:

Account Management: Own the management of key strategic customer accounts to effectively implement LEGO Group and LEGO Japan strategies.

Strategic Planning: Develop and implement strategic account plans by working with Channel Lead or Account Lead (Managers and/or Senior Managers) to develop and implement joint business sales plan with the customer including

product listing in stock planograms space management store execution management with right branding and activation initiatives to drive business growth.

Joint Business Plans: Create and implement exceptional Joint Business Plans (JBP) with customer to support sustainable growth for both LEGO Group and its customers. Drive key account performance to meet commercial results aligned with sales targets.

Sales Forecasting: Develop short term sales forecasts and collaborate with the Demand Planning team. Achieve commercial results against monthly DP sales targets including POS sales and customer sell in.

Performance Review: Conduct weekly/monthly business performance reviews to identify growth opportunities and implement mitigation strategies.

Revenue Management: Collaborate with finance partners to manage revenue from trade investments enhancing effectiveness and value.

Opportunity Development: Actively seek new opportunities to increase business potential and brand presence in retail including space expansions and LEGO homesite relocations or expansions.

Cross functional Collaboration: Work closely with local marketing operations and third party field merchandising teams to implement account specific initiatives.

スキル・資格

Do you have what it takes ·

Min 3 years working experience in sales or customer management (retailers or wholesaler) preferably with FMCG or branded consumer product industry or experience in headquarter role within chain operated modern retailers

Excellent strategic orientation skills with the ability to take a comprehensive perspective seeing the bigger picture to handle the complexities.

Working experience in account management activities based on annual planning cycles and cross functional collaboration rather than daily transactional activities within a single function

Proficient in verbal and written communication skills in both Japanese and English.

Good communicator with networking skills

Agile

Curious and passion for learning!

Growth mindset

会社説明

レゴ・グループについて レゴ・グループは、デンマークのビルンに本拠地を置く株式非公開の企業です。米国のエンフィールド、英国のロンドン、中国の上海、シンガポールに、主要オフィスを構えています。1932年、Ole Kirk Kristiansenによって設立され、代表製品であるレゴRブロックをベースにした、世界有数の子ども向け玩具メーカーです。「Inspire and develop the builders of tomorrow」という企業ミッションのもと、子どもたちの発達のために取り組み、創造的な遊びや学びを通して、将来の担い手にインスピレーションを与え、成長させることを目指しています。レゴ製品は世界中で販売され、www.LEGO.comでラインナップを確認できます。