



Understanding People

Senior Account Manager, シニアアカウントマネージャー フードデリバリー

Global tech company

募集職種

人材紹介会社

スペシャライズドグループ株式会社

求人ID

1593404

業種

インターネット・Webサービス

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

更新日

2026年05月26日 14:10

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

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

Senior Account Manager, Food Delivery シニアアカウントマネージャー フードデリバリー

An international technology company is seeking a Senior Account Manager to support the growth of its food delivery business in Japan. This role will focus on managing key merchant partnerships, driving commercial performance, and collaborating with internal teams to enhance customer and partner experiences in a fast-paced digital services environment.

Key Responsibilities

- Build and maintain strong relationships with merchant partners
- Support business growth through account management and commercial planning
- Analyze partner performance data and recommend growth initiatives
- Identify operational challenges and coordinate improvement initiatives
- Collaborate with internal teams including operations, marketing, and customer support

- Monitor business performance and contribute to strategic planning activities
- Lead and support team objectives and performance management initiatives
- Provide market insights and recommendations to support business expansion

Qualifications

- 12+ years of experience in sales, business development, or account management
- 3+ years of team management or leadership experience
- Strong communication and presentation skills in Japanese
- Proven track record of achieving or exceeding commercial targets
- Strong analytical and problem-solving skills with a data-driven mindset
- Experience working in fast-paced or technology-related industries is preferred
- Familiarity with CRM systems, reporting tools, or data analysis platforms is preferred
- Business-level English communication skills are preferred

会社説明