



Understanding People

Senior Key Account Manager / シニアキーアカウントMgr

Strategic B2B sales role

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

1605037

業種

食品・飲料

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07月28日 16:12

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 Key Account Manager | シニアキーアカウントマネージャー

Our client, a company in the food industry, is seeking a Senior Key Account Manager to drive sustainable business growth in Japan through strategic client relationships and new product development. This role offers the opportunity to lead initiatives that enhance business profitability and position the company as a long-term strategic partner in the Japanese market. Enjoy the benefits of working in a dynamic environment with opportunities for travel within Japan.

Key Responsibilities:

- Develop and strengthen relationships with strategic clients
- Identify and develop new customers in the Japanese market
- Lead product development initiatives for market differentiation

- Analyze pricing and product mix for profitability
- Plan and execute trade marketing initiatives
- Coordinate with supply chain and marketing for product launches

Qualifications:

- Proven experience in B2B sales in food industry
- Strong knowledge of Japanese market and commercial dynamics
- Excellent communication skills in English and Japanese
- Experience managing key accounts and developing new business
- Ability to lead cross-functional projects
- Experience with CRM software is preferred but not mandatory

会社説明