



【1160～1480万円】Senior Key Account Manager（シニアキーアカウントマネージャー）

外資大手人気玩具メーカーでの募集です。営業管理職のご経験のある方は歓迎です。

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

外資大手人気玩具メーカー

求人ID

1610233

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

1100万円～1400万円

勤務時間

09:00～17:30

休日・休暇

詳細は求人ご紹介時にご案内いたします。

更新日

2026年09月17日 19:00

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 NJB2405317】

Are you ready to join us in building a strong and inspiring brand for the future・

Bring your analytical approach and collaborative spirit to support the business growth in our mass retail channel for us!

Core Responsibilities

・Senior Commercial Leadership: Drive a market focused approach within the sales team to ensure sustainable business

growth and achieve strategic objectives.

- Customer Relationship Enhancement: Strengthen and expand key customer relationships by delivering on jointly developed business plans and long term partnership goals.
- Comprehensive Account Planning: Lead account planning for multiple key accounts developing short mid and long term strategies aligned with broader channel directions.
- End to End Key Account Management: Oversee selling in consumer sales performance demand planning forecasting and revenue management including trade investment.
- Analytical Reporting: Deliver high quality reports by tracking and interpreting key metrics such as consumer sales selling in stock levels sell through rates and other performance KPIs.
- Shopping Experience Enhancement: Oversee trade marketing execution and translate shopper insights into actionable plans that reflect brand values.
- Retail Execution Strengthening: Manage the third party field merchandising team to deliver best in class retail excellence.
- New Business Development: Lead initiatives to explore and develop new business opportunities expanding market presence.
- Cross Functional Collaboration: Work closely with Marketing Finance Operations and Order Management to support sales initiatives and ensure seamless execution for customers.
- Influential Leadership: Lead and inspire a team of account managers providing guidance and support.
- Growth Mindset: Continuously identify opportunities to innovate and improve.

スキル・資格

Do you have what it takes •

- You work effortlessly with Microsoft Office especially in Teams Excel and PowerPoint
- Min 10+ years' experience in FMCG or commercially driven roles within international consumer branded goods organizations ideally in frontline or customer • facing positions.
- Strong capability in customer and stakeholder management with a proven ability to navigate complex relationships.
- Experience in strategic planning with the ability to translate insights into actionable commercial strategies.
- Experience in Trade Marketing Category Management or Joint Business Planning
- Experience in omni channel business.
- Experience in leading new business development
- Solid financial acumen including the ability to analyze data interpret trends and make sound recommendations.
- A proactive can • do mindset with high energy resilience and a strong drive to grow and refine your commercial and sales expertise.
- Exceptional communication skills with the ability to convey insights influence decisions and engage senior stakeholders.
- Demonstrated ability to collaborate effectively across internal teams and external partners.
- A solution oriented analytical problem • solving mindset.
- A collaborative working style with a commitment to shared success and cross • functional alignment.

会社説明

ご紹介時にご案内いたします