Head of Account Management

募集職種

人材紹介会社
Build Plus株式会社

求人ID
1619417

業種
その他 (サービス)

会社の種類
大手企業 (300名を超える従業員数) - 外資系企業

雇用形態
正社員

勤務地
東京都 23区

給与
2000万円 ~ 3000万円

更新日
2026年11月10日 00:00

応募必要条件

職務経験
10年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

英語レベル
ビジネス会話レベル

日本語レベル
流暢レベル

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

The Company

Our client is a leading global technology and digital commerce company operating one of the world's largest online platforms in the travel sector. With a strong presence across Asia and international markets, the company connects millions of consumers with accommodation and travel partners worldwide.

As the business continues to expand in Japan, they are looking for an experienced commercial leader to join their Account Management organization.

The Role

The **Head of Account Management** will play a key leadership role in driving the performance and growth of the company's partner portfolio in Japan.

This position combines **commercial strategy, account management, people leadership, and data-driven decision-making**. You will lead a team of Account Managers responsible for developing strategic relationships with accommodation partners, identifying growth opportunities, and improving partner performance on the platform.

You will work closely with senior leadership and cross-functional teams to translate market insights and business priorities into actionable commercial strategies.

Key Responsibilities

- Lead, coach, and develop a team of Account Managers, creating a high-performance and collaborative team environment.
- Own the commercial performance of an assigned market, region, or strategic partner portfolio.
- Develop and execute account management strategies that drive partner growth, engagement, and long-term value.
- Build strong relationships with key and strategic partners, including senior-level stakeholders.
- Identify opportunities to improve partner performance using commercial insights, market trends, and platform data.
- Analyze business performance and KPIs to identify opportunities, risks, and areas requiring intervention.
- Support the team in complex commercial discussions, negotiations, and strategic partner conversations.
- Establish clear goals and performance expectations and regularly review progress against commercial targets.
- Collaborate with internal teams including Marketing, Product, Analytics, Operations, and other regional/global stakeholders.
- Represent the local market internally and provide insights on competitive developments, partner needs, and changing market conditions.
- Contribute to broader commercial planning and strategic initiatives for the Japan business.
- Drive continuous improvement in account management processes, team effectiveness, and partner engagement.

スキル・資格

What We're Looking For

- Significant experience in **Account Management, Key Account Management, Business Development, Sales, Partnerships, or another commercial function**.
- Proven experience managing and developing teams in a fast-paced, results-oriented environment.
- Strong track record of managing strategic accounts and building long-term commercial relationships.
- Excellent analytical skills with the ability to use data to identify opportunities and make business decisions.
- Strong commercial judgment and experience working toward revenue, growth, or other performance targets.
- Ability to influence and communicate effectively with both internal stakeholders and external partners.
- Comfortable operating in a highly international, cross-functional, and data-driven organization.
- Strong problem-solving skills and the ability to navigate ambiguity and changing priorities.
- Experience in **technology, e-commerce, online marketplaces, travel, hospitality, or other platform businesses** is highly relevant.
- Business-level or higher **Japanese and English** communication skills.

会社説明