

## Job Detail

Staff Level

Position Title	English/Strategy planning and execution of digital sales in Japan and Asia (consumer games) [Major game companies]
Recruiter Company	Global Leaf Co., Ltd.
Company Name	Company name is private
Activated / Updated	2023-12-15 / 2024-04-09
Job Type	Planning/Marketing/PR - Digital/Web/SNS Marketing Planning/Marketing/PR - Advertisement/Communication/PR Planning/Marketing/PR - Research & Analysis
Industry	Games
Location	Asia Japan Tokyo
Job Description	<p>[Business overview] Digital sales of PC and home game titles are expanding globally, with a shift from the traditional business model centered on packaged versions to digital versions (download versions), which are expected to offer higher profitability and maximize the product life cycle. During this time, you will be responsible for formulating and implementing strategies to maximize digital sales of our company's game titles in Japan and Asia.</p> <p>[Specific job details]  <ul style="list-style-type: none"> <li>■Report and analysis on sales targets and sales results</li> <li>■Understanding and optimizing the sales situation and sales season for each country and region</li> <li>■Design, implementation and verification of price promotions (mainly sales)</li> <li>■Development of sales promotion measures that match the marketing beat of the title</li> <li>■Study of market trends and various research</li> <li>■Cooperation with overseas bases</li> </ul> </p>
Company Info	<p>【Business summary】 Our company, which celebrated its 60th anniversary in June 2020, has created a number of "plays" that symbolize the era and has continued to provide them to customers. Taking advantage of our continued pursuit of "how to play" from a variety of approaches on all devices, we will continue to take on the challenge of creating even more innovative content and continue to provide the world with new and moving experiences.</p> <p>[Business details]  <ul style="list-style-type: none"> <li>■Consumer Business Division The Consumer Business Division plans, develops, sells, and operates games and digital services for home game consoles, PCs, and smart devices. We are developing a game series with high IP power under our corporate brand. We also provide a wide variety of game content for all kinds of devices both domestically and internationally. Furthermore, we have more than 16 development and sales bases overseas, producing unique content that captures local needs overseas and expanding it worldwide. In addition, we are leveraging the know-how and assets we have cultivated through the game business to develop new and creative businesses that go beyond games.</li> <li>■Amusement Business Department <ul style="list-style-type: none"> <li>① An arcade game business that develops, manufactures, and sells a variety of product lineups, including video games such as network games, prize machines such as "UFO Catcher," and a wide variety of medal games such as horse racing, bingo, and pusher.</li> <li>②Merchandising business that plans, develops, produces, and sells character products for prizes, lottery tickets, product sales, and overseas retail.</li> </ul> </li> </ul> </p>
Working Hours	9:00-18:00 (Regular working hours: 8 hours 0 minutes) <Flex time system> Core time: 10:30-15:30
	<p>[Required skills/experience]  <ul style="list-style-type: none"> <li>■English: Business level</li> </ul> </p>

Qualifications	<ul style="list-style-type: none"> <li>■ Experienced in human resources planning and business management (more than 5 years)</li> <li>■ Management accounting</li> <li>■ Experience living overseas</li> </ul> <p>[Welcome skills/experience]</p> <ul style="list-style-type: none"> <li>■ People from consulting firm</li> <li>■ International HR experience</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 4000K - JPY 9000K
Salary Description	<p>[Salary]  Estimated annual income: 4 million yen to 9 million yen  *Overtime allowance will be paid separately.</p> <p>[Various allowances/welfare benefits]</p> <ul style="list-style-type: none"> <li>■ Commuting allowance (up to 50,000 yen/month) ■ Family allowance</li> <li>■ Rent subsidy ■ Retirement allowance system</li> <li>■ Incentive system, group retreat, employee stock ownership plan, condolence money</li> <li>■ Health checkup and influenza vaccination costs are fully borne by the company, defined contribution pension system (optional DC)</li> <li>■ Mileage system (colorful points), community fee</li> <li>■ Side job system Job+ (some side jobs possible/more than 100 people are using it)</li> <li>■ Childcare/nursing care support system (childcare leave, shortened working hours for childcare or nursing care, telecommuting system, etc./100% return rate after childbirth), in-house daycare center</li> <li>■ Initiatives to promote diversity (establishing an external consultation desk, recognizing same-sex partners in the same way as spouses)</li> </ul>
Holiday Description	<p>Full two-day work week (Saturday and Sunday), holidays, annual paid leave (up to 20 days), refreshment leave: up to 7 days</p> <p>3 days of volunteer leave, 10 days of childcare leave, 10 days of nursing care leave, up to 60 days of paid sick leave, pre- and post-natal leave, childcare/nursing care leave, etc.</p> <p>*Number of holidays per year: 130 days (2021)</p>
Job Contract Period	<p>Employment type: Full-time employee (indefinite term employment) *Depending on experience and skills, there is also the possibility of becoming a contract employee. Trial period: 3 months *There is no change in treatment during the trial period.</p>