

Job Detail

Executive Level

Position Title	[Urgent recruitment] Director candidate for client partner consulting (marketing mix modeling) at a media research company operating in over 50 countries around the world
Recruiter Company	オーキッド・アジア・ストラテジック・コンサルタンシー株式会社/Orkid Asia Strategic Consultancy Pte Ltd
Company Name	Company name is private
Activated / Updated	2024-04-26 / 2024-05-08
Job Type	Sales/AE - Customer Success/Client Success Planning/Marketing/PR - Research & Analysis Consulting - Marketing and PR Consulting
Industry	Market Research/Research Institute
Location	Asia Japan Tokyo
Job Description	<p>As a client partner consultant (marketing mix modeling) for director candidates at a media research company that operates in more than 50 countries around the world and focuses on internet audience rating data, I worked with advertisers to determine how much marketing activities lead to sales. Reinforce your contributions and how you can best spend your budget going forward.</p> <p>This company specializes in media research focusing on Internet audience rating data, and has offices in more than 50 countries around the world, providing decision-making support to a wide range of customers, including major advertisers, publishers, and agencies in Japan and overseas. We provide data, analysis, and insights.</p> <p>As a client partner global point of contact for the largest advertising clients, we deepen relationships with clients and expand partnerships. This includes leading client partnerships, leading renewals, upselling solutions, and more. Ensure team upskilling and build engagement. Ultimately, you will be responsible for meeting and exceeding client revenue goals by updating, upselling, and expanding each client's marketing mix modeling book.</p> <p>[Role Responsibility]</p> <ul style="list-style-type: none">• Build strong relationships with customers and promote customer retention and business expansion.- Build ongoing relationships with senior client decision makers and demonstrate ongoing value by driving client outcomes.- Owner of executive relationships and escalation point for commercial and consulting related work.• Lead RFP/high-value business negotiations with clients.• Exceed regional sales-Partner with clients to deliver optimal marketing plans based on analysis and optimization results, ensuring the team provides proactive insights and action-oriented solutions to clients.-Ensure the development and compliance of regional and global initiatives. <p>Contribute to local and global initiatives as the voice of the market and clients.</p> - Collaborate with other teams to provide comprehensive support to clients.
Company Info	<p>[Business content/company features] Providing audience rating data that reveals Internet usage trends, providing solutions for advertising optimization through advertising effectiveness verification services, various commissioned surveys, and marketing consulting.</p> <p>[Established] May 1999</p> <p>[Capital] 100 million yen</p> <p>[Sales] Not disclosed</p> <p>[Number of employees] 25 people</p>
Working Hours	9:00 a.m. to 17:30 p.m. (standard working hours 7 hours and 30 minutes) Flextime system core time 10:30 a.m. to 3:00 p.m.

Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> - 5-10 years of client service, consulting, analytical consulting, or sales experience (preferably in a variety of sectors and business models) - Strong understanding of the media ecosystem, including planning and buying dynamics and navigating agency-advertiser relationships. <p>Strong negotiation and relationship building skills</p> <ul style="list-style-type: none"> - Experience working in an environment that emphasizes high accountability and metrics. - Good at storytelling, communication, and problem solving <ul style="list-style-type: none"> • Proven track record of driving client values and actions • Good teamwork to collaborate with other MMM teams • Fluent English and Japanese
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 12000K - JPY 17000K
Salary Description	<p>【annual income】</p> <p>Associate director: 12 million to 17 million yen (base + incentive)</p> <p>*Decision will be made based on skill and experience.</p> <p>[Treatment/Welfare]</p> <p>Fully equipped with social insurance (employment, workers' compensation, health, welfare pension)</p>
Holiday Description	2 days off per week (Saturdays and Sundays), public holidays, 4 days of summer vacation, year-end and New Year holidays, annual paid leave, special leave, condolence leave, refreshment leave, pre- and post-natal leave, childcare leave, childcare leave, nursing care vacation etc.
Job Contract Period	Full-time employment