

# Head of Customs Brokerage - Licensed Customs Specialist(通関士)

### Job Information

### Recruiter

Cornerstone Recruitment Japan K.K.

### Job ID

1542004

# Industry

Logistics, Storage

### **Company Type**

Large Company (more than 300 employees) - International Company

## Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

### Salary

12 million yen ~ 15 million yen

## **Salary Bonuses**

Bonuses paid on top of indicated salary.

### Refreshed

November 4th, 2025 15:00

## General Requirements

# **Minimum Experience Level**

Over 6 years

## **Career Level**

Executive

# Minimum English Level

**Business Level** 

## Minimum Japanese Level

Native

### **Minimum Education Level**

Bachelor's Degree

## Visa Status

Permission to work in Japan required

# Job Description

## **Head of Customs Brokerage**

## **Position Overview:**

This is a leadership role responsible for overseeing the customs brokerage division in Japan. The position reports directly to the President of the Japan entity. The department consists of approximately 55 employees across 7 sections, including locations in Tokyo, Narita Cargo Center, Nagoya, Kansai Airport, and Fukuoka, as well as Business Development and AEO Compliance teams. The role will have 7 direct reports.

### **Key Responsibilities:**

- Develop and execute the customs strategy within Japan
- · Build and manage the customs organization nationwide
- Collaborate with the sales department and develop standalone customs opportunities
- Maintain and strengthen relationships with partner companies
- Oversee AEO certification and compliance with regulatory requirements
- · Budget planning and management
- Ensure customs operations comply with Japanese Customs Law
- Act as the Export Compliance Officer under security trade control
- · Coordinate with regional and global offices

### Qualifications:

- 5+ years of customs management experience (including multi-site management) at a major freight forwarder
- Deep knowledge of the Japanese market
- Licensed Customs Specialist (通関士) with 8+ years of practical experience
- · AEO-certified company experience preferred

### Language Requirements:

- Japanese: Native level (JLPT N1 or equivalent must be able to interpret legal documents)
- English: Business level (TOEIC 800+; required for meetings with global teams and internal executives)

**Desired Qualities:** 

- Strong leadership and communication skills
- Strategic thinker with execution capability to expand and optimize customs operations
- Global perspective with sound decision-making skills
- · Adaptability to regulatory changes and market dynamics
- · Ability to lead, mentor, and support team growth

Position Highlights:

- Strategic leadership role with direct impact on company growth
- · Close collaboration with executive leadership
- Broad responsibilities offer professional fulfillment and skill development
- Strong opportunity for long-term career development

## **Employment Type:**

Full-time, permanent

## **Working Hours:**

9:00 AM - 5:45 PM (Lunch: 12:00 PM - 1:00 PM)

### Holidays:

- Full 5-day workweek (Saturday & Sunday off)
- · National holidays, year-end and New Year holidays

Company Description