



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

July 15th, 2025 01:00

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