



## 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**

August 26th, 2025 07:00

### 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

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**Company Description**