



Japan Country Manager

Job Information

Hiring Company

Outblast

Job ID

1560058

Industry

Digital Marketing

Company Type

Small/Medium Company (300 employees or less)

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Train Description

Hanzomon Line, Hanzomon Station

Salary

4.5 million yen ~ 5 million yen

Work Hours

160時間/月

Holidays

土日祝休み、夏休み休暇、年末年始休暇あり

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Native

Other Language

French - Basic

French is not required, but preferred.

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

OUTBLAST is a global digital marketing agency that crafts and implements localized strategies to make beautiful brands shine away from home.

With offices in Tokyo, Shanghai, Paris, and New York, we craft and implement data-driven, locally resonant marketing strategies for luxury and lifestyle brands across the globe. Our services span digital strategy, content creation, influencer marketing, media buying, and e-commerce performance.

We are seeking a driven and entrepreneurial Country Manager to lead our operations in Japan. You'll be responsible for managing an established team and client portfolio while driving the next phase of growth through business development and team scaling.

MISSIONS & RESPONSIBILITIES

Business Development

- Establish deep business partnerships with new customers, explore and seek new business opportunities
- Actively building high-quality customers relationships in the industry and effectively exploring successful leads
- Pay attention to market trends, grasp the insight and industry information, and develop, maintain, and coordinate various business partnerships with excellent customer management capabilities
- Master and be able to maintain core customer relationships within the industry, fully responsible for providing services to customers to maximize customer brand building and business goals

Develop the local team based on business growth.

- According to the company's business growth and sales plans, collaborating with CEO on hiring needs and team management, and ensure effective implementation.
- Set team development targets, models, strategies, and budgets; ensure team members clearly define work progress and personal goals; and establish and improve team management systems.

Required Skills

skills & Requirements

- Native level Japanese, business level English.
- Entrepreneur spirit with the will to build a valuable company over a number of years.
- Social and networking capabilities at the service of business development.
- Multicultural background with experience in living abroad (ideally at least three years).
- Knowledge of the high-end brands market in Japan. Ideally five years of experience in working for or serving a high-end brand in Japan in or with the marketing department.
- Understanding of digital marketing strategies, capacity to manage operational teams in six pillars: marketing strategy, content creation, social media, press and KOL relations, e-commerce and media buying.
- Interest in the luxury strategy of high-end brands.
- Advocate of continuous learning and employee-development focused management.

Other

- Full-time permanent contract (3-month probation period)
- Hybrid: minimum 2 days in-office per week

Company Description