

# CAMPARI GROUP

## Marketing Manager – House of Whiskey and Rum

### Job Information

**Hiring Company**

CAMPARI JAPAN Ltd.

**Job ID**

1560634

**Industry**

Specialized Import, Export

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Work Hours**

In accordance with company regulations

**Holidays**

In accordance with company regulations

**Refreshed**

May 25th, 2026 02:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**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

**«Job Description & Position Highlights»**

- Oversee whisky and rum brand strategy development and overall marketing
- Core position driving global brand growth in the Japanese market
- Broad discretion to lead teams from strategy formulation to execution
- Develop skills in an international environment collaborating with overseas headquarters

**【Job Responsibilities】**

\*Reports to: Marketing Director, Japan

**■General Description**

The Marketing Manager for Brown Spirits reports to the Marketing Director and leads the strategic development and

execution of marketing initiatives for brands such as Wild Turkey and The Glen Grant. The role oversees integrated marketing strategies—including long-term brand strategy, portfolio strategy, consumer insights, brand communication, consumer and trade activation—across both On Trade and Off Trade channels. It also manages P&L in close collaboration with Finance, Sales, and Channel Customer Marketing. As a category leader, the role guides brand managers and ensures consistency and excellence in execution across local markets.

#### ■Key Responsibilities and Activities

- Lead the strategic planning and execution of brand initiatives for key brown spirits, ensuring alignment with long-term business objectives and market dynamics.
- Develop and manage comprehensive brand plans, integrating ATL and BTL activities, digital marketing, PR, and consumer engagement strategies.
- Monitor category performance and profitability, analyzing variances against forecasts and identifying growth opportunities.
- Contribute to medium- and long-term volume forecasting and strategic planning processes.
- Collaborate with Finance to manage P&L, ensuring effective budget allocation and ROI tracking for marketing investments.
- Manages new product development projects / launches in the market, and supports the development of pricing strategies in cooperation with the Commercial team
- Drive the development and implementation of both on and offline media plans, social, and PR strategies to strengthen brand positioning.
- Guide brand managers and ensure consistency and excellence in execution in local market
- Leadership management
- Act as a leader for cross functional team to drive growth agenda for the category
- Seeks opportunities to motivate strong team engagement & coach direct reportee
- Continuously promotes and supports capabilities development in marketing organization

#### ■Reporting and other key relationships

Internal: Marketing Director, CCM Team, Brand Ambassador, Sales Team, SCM, Finance Team

External: Brand and Activation Agencies, Direct and Indirect Customers (wholesalers, On Trade and Off Trade outlets and Chains)

#### 【Employment Type】

Full-time employee

#### 【Salary】

Salary negotiable based on experience

#### 【Working Hours】

In accordance with company regulations

#### 【Work Location】

Tokyo Japan

#### 【Holidays & Leave】

In accordance with company regulations

### Required Skills

#### 【Summary of Experience】

- At least 5 years' experience as Brand Manager, preferably in FMCG, Luxury goods, or aspirational consumer brands.
- Experience managing International or nationally recognized brands with high consumer visibility is a plus
- Channel and Trade understanding is a strong plus
- International experience is a plus
- Liquor industry experience is a plus
- Demonstrated ability to lead cross functional teams, and showcase influencing skills

#### 【Key competences】

- Brand Management
- Brand positioning knowledge
- Through-the-line Campaign management
- Consumer understanding
- New Product development
- Brand profitability analysis
- Market research
- Media communication
- Social media and web marketing techniques knowledge

#### 【Key soft skills】

- Team work
- Strategic Thinking
- Ability to work in a matrix organization
- Influencing skills
- Negotiation
- Project Management
- Strong communication capabilities
- Leadership

- People Management and Development

**【Specific Requirements】**

- Japanese (native)
- English (High Business level)

**【Education / Professional Qualifications】**

- University degree
- Formal Marketing training preferable

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Company Description