

Country Business Manager Major Japanese Beer Breweries

Work With Japanese Breweries!

Job Information

Hiring Company

Soufflet Malt

Job ID

1567384

Industry

Other

Job Type

Permanent Full-time

Location

Japan

Salary

7 million yen ~ 12 million yen

Refreshed

January 19th, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 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 Title:

Country Business Manager for Major Japanese Breweries / Global Market

Job description/ Header

Grow the business with Japanese Beer Breweries and Food Companies by joining the largest Malt Company in the world. Help our customers managing their most important ingredient and support innovation by collaborating with Global teams. Great opportunity for result- driven, ambitious and curious commercial talents

Responsibilities

The Country Business Manager is responsible for driving revenue growth in the Country by identifying the best business opportunities with current and new customers across different markets segments She or He manages the Global relationship with key customers including implications for all countries outside Japan.

- Manage customer relationships with all Japanese Breweries (Kirin, Suntory, Sapporo and Onion)
- Build a robust sales pipeline with data-driven analysis and forecasting
- Ensure high levels of customer satisfaction by establishing long-term engagement
- Collaborate with Global teams to develop growth strategy and recruit new customers
- Monitor market trends, competitor activities, and regulatory developments in Japan
- Partner with key clients to propose Malt based solutions beyond beer
- Introduce tailor-made solutions in line with Soufflet Malt Global innovation platform

Why Soufflet Malt?

- Soufflet Malt is Global Market Leader and Japanese Breweries are Key Global customers
- High level of flexibility and independence, yet total support by the entire organization
- Collaborate, grow and communicate with customers and colleagues across the Globe
- 1 year one- one on job, English and communication training
- Immense individual growth potential within Soufflet Malt

At Soufflet malt, we believe that malt is a catalyst. When crafted with passion and talent, it not only enhances the value of today's products but also inspires innovation for tomorrow.

At Soufflet malt, we do more than transform grains into malt: we unleash the power of malt through our passion, innovation and expertise. Join our team in one of our most important markets on the planet!

Required Skills

About You [Requirements]

- At least 3 years sales experience in preferably Food/ Beverage, Chemical, Bio, Pharmaceutical,
- Manufacturing or related industries
- Native Japanese language skills
- Intermediate English level with strong ambition to reach proficiency
- Technical sales/ project management experience are a great advantage

[Skills]

- Result- driven, ambitious and curious commercial talent
- Great communicator with strong ability to develop technical sales acumen
- Comfort to work in a multi- lingual and multi- cultural environment
- Rigor, Reliability, Accountability and Ethics

Salary Range

7- 12 M JPY Base salary based on experience

Benefits

- Up to 30% performance based bonus
- Full employment with social insurance after trial period
- Company pension plan after 2 years of employment
- Commuting expenses and hybrid work
- 1 year one- on one on the job training
- English language and communication training

Holidays

- 15 days annual leave

Company Description