



横浜みなとみらい 【Operations Head, Cat Tokyo Rental】

外資系建設機械のパイオニア

Job Information

Hiring Company

Caterpillar Japan LLC

Job ID

1568209

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture, Yokohama-shi Nishi-ku

Train Description

Minatomirai Line, Minatomirai Station

Salary

13 million yen ~ 16 million yen

Salary Bonuses

Bonuses included in indicated salary.

Work Hours

8:30-17:30

Holidays

土日祝

Refreshed

January 14th, 2026 04:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This Position reports to the company's the Caterpillar VP Rental & Used. Japan and works closely with the TR Principal. In

This position reports to the company's top management. The incumbent is accountable for this position, the incumbent is accountable for:

Caterpillar's Values in Action & Risk and Compliance

- **Compliance and Risk Management:** Ensure adherence to Caterpillar's values in action, industry regulations, labor laws, and environmental health and safety standards, while mitigating operational and financial risks.
- **Crisis Management:** Lead the response to operational disruptions, such as supply chain issues, economic downturns, or unexpected events, ensuring business continuity and resilience.

Operational Management

- **Operational Oversight:** Manage the day-to-day operations across all dealership locations, ensuring efficiency, consistency, and high performance in sales, service, parts, and administrative functions.
- **Process Optimization:** Develop and refine operational processes, such as inventory management, customer relationship management (CRM), and service workflows, to maximize efficiency and scalability.
- **Inventory Management:** Ensure optimal stock levels of machines and parts, balancing supply with market demand while minimizing carrying costs.
- **Technology Integration:** Oversee the adoption and integration of technology solutions (e.g., dealership management systems, digital retailing platforms) to streamline operations and enhance customer engagement and adoption of digital tools.

Leadership and People Management

- **Team Leadership:** Oversee a large workforce, including general managers, sales managers, service managers, and support staff, fostering a culture of accountability, performance, and customer centric.
- **Talent Development:** Recruit, train, and retain top talent, ensuring leadership succession plans and professional development programs are in place to support growth.
- **Customer Experience:** Drive initiatives to deliver superior customer experience across all departments.

Strategic Execution

- **Strategic Execution:** Collaborate with the CEO, CFO, General Managers, and executive team to implement the company's strategic vision, including expansion plans, acquisitions, or new client acquisitions.
- **Market Analysis:** Monitor industry trends, competitor activities, and local market conditions to adjust strategies and maintain industry leadership position with best-in-class dealer performance.

Financial Stewardship

- **Financial Performance:** Monitor and optimize key financial metrics to meet or exceed the company's growth targets.
- **Performance Metrics and Reporting:** Establish and track key performance indicators (KPIs) for all departments, providing regular reports to the CEO and Caterpillar on operational health and progress toward goals.

Cost Control: Identify cost-saving opportunities without compromising safety, quality and customer satisfaction, managing budgets for labor, facilities, and operat

【雇用形態】 正社員

【勤務地】

横浜オフィス
横浜市西区みなとみらい3-7-1 12F

【就業時間】

8:30~17:30

- 休憩時間：60分

【休日休暇】

年間休日125日

- 年末年始
- 夏季休暇
- 有給休暇
- 完全週休二日制

【諸手当・福利厚生】

- 通勤手当
- 各種社会保険：健康保険、厚生年金、雇用保険、労災保険

【採用方法】

書類選考→1次面接（Teams）→2次面接（対面）→内定

Required Skills

- Management and operational experience in the rental industry or similar sectors
- Knowledge of compliance, risk management, and financial management
- Experience in managing large teams
- Strong decision-making and communication skills
- Business-level proficiency in Japanese and English

Company Description