



## Country Manager

欧州発プレミアム食品ブランドの日本市場立ち上げを担う責任者ポジション

### Job Information

**Recruiter**

[Cornerstone Recruitment Japan K.K.](#)

**Job ID**

1572496

**Industry**

Other

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

10 million yen ~ Negotiable, based on experience

**Refreshed**

March 26th, 2026 01:00

### 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

**Country Manager – Japan (New Market Launch)**

**Location:** Japan

**Reporting Line:** Direct to Headquarters (Europe)

**Industry:** Premium Food & Consumer Goods

**Position Summary**

An international food brand is seeking a Country Manager to establish and grow its presence in Japan. The role focuses on commercial expansion of premium food categories, including seafood and other specialty products, while navigating a highly traditional and relationship-driven market.

**Main Responsibilities**

- Develop and implement a market entry strategy tailored to Japan's premium food sector
- Lead commercial activities to achieve revenue targets within Japan, and potentially support neighboring markets such as South Korea and China
- Build strong business relationships with importers, distributors, retailers, and key decision-makers
- Monitor market performance and deliver strategic reporting and recommendations to the European head office
- Conduct frequent domestic travel and international business trips as required

**Candidate Requirements**

- Demonstrated experience in premium food or related categories within Japan
- Existing network and strong awareness of local business practices and distribution structures
- Excellent negotiation, communication, and stakeholder management abilities
- Capable of operating independently and managing a new-market commercial initiative
- Native-level Japanese proficiency and business-level English

Language: Native Japanese with business-level English.

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**Company Description**