



Country Manager

欧洲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

January 29th, 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

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.

Company Description