



## PR/118519 | Japanese Speaking Planning Manager

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1584371

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

May 12th, 2026 06:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Key Responsibilities

- Sales Planning
  - o Develop and oversee the creation and ongoing updates of sales plans for each product and sales channel / key account.
  - o Collaborate closely with sales, direct e-commerce, and marketing teams in both the UK and HQ to strategize and manage the sales plans for each product and channel.
  - o Analyse stock and sell out data to identify, report, and capitalise on trends, challenges, and opportunities. Utilise this data to make informed decisions for purchase planning.
- Stock Planning & Purchasing
  - o Develop and execute comprehensive stock planning strategies to ensure optimal inventory levels.
  - o Coordinate with HQ to manage the purchasing process, ensuring timely and cost-effective procurement.
  - o Work closely with sales and marketing to optimise inventory for all brand and

seasonal campaigns.

- Product Lifecycle Management
    - o Manage the entire cycle of the product, starting from its initial introduction and spanning until its discontinuation.
    - o Collaborate closely with cross-functional teams to develop strategies and carry out product launches, oversee transitions, and handle obsolete inventory.
  - Retail & E-commerce Coordination
    - o Work in close collaboration with our internal store, e-commerce site, and external retailers to ensure alignment between inventory levels, sales forecasts, and promotional plans.
    - o Meticulously monitor sales performance and promptly make any required adjustments to stock levels in order to effectively meet demand and achieve sales targets.
  - Monthly Reviews & Reporting
    - o Prepare and present monthly reviews, detailing inventory status, sales performance, and purchasing activities.
    - o Analyse data to identify trends, opportunities, and areas for improvement.
  - Profit planning and Budgetary Management:
    - o Support the improvement of profitability and identification of opportunities for improvement through profit analysis and the preparation of annual budgets.
    - o Effectively manage and accurately record and report invoicing and actual costs.
  - KPI Management:
    - o Monitor and provide updates on important performance indicators, such as sales quotas, inventory levels, and net profitability.
    - o Devise and execute strategies to surpass and achieve KPI objectives.
  - Personnel and Stakeholder Management:
    - o Motivate, lead, and enhance the skills of the Planner.
    - o Collaborate closely with various stakeholders within the company such as sales, planning, operations, and marketing.
- KPIs:
- Achievement of sales targets.
  - Maintenance of optimal stock levels.
  - Net profitability of product lines.
  - Build strong relations, communications with stakeholders

Qualifications / Skills / Experience:

- Minimum of 2 years of experience in sales and purchase planning, preferably within consumer goods industries.
- Exceptional analytical skills, enabling accurate interpretation of data and informed decision-making.
- Excellent organisational and time-management abilities, coupled with the capacity to rapidly adapt to shifting priorities.
- Extensive proficiency in Excel and Microsoft Office Suite.
- Proficient in inventory management software. Previous JDE or eStar experience would be highly advantageous.
- Strong written and verbal communication skills, excellent interpersonal skills, and the ability to effectively collaborate with both internal and external stakeholders.
- Japanese speaker, or has good experience of working within a Japanese organisation/culture
- High attention to detail with a keen interest and drive to proactively problem-solve
- Strong ability to thrive in high-pressure environments and consistently meet challenging deadlines.

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Company Description