



Understanding People

## Senior Finance Revenue Growth Manager シニアファイナンス収益成長マネージャー -

Global FMCG company, ¥11M-¥13M salary

### Job Information

#### Recruiter

Specialized Group

#### Job ID

1589714

#### Industry

Food and Beverage

#### Job Type

Permanent Full-time

#### Location

Tokyo - 23 Wards

#### Salary

Negotiable, based on experience

#### Refreshed

April 23rd, 2026 19:09

### General Requirements

#### Minimum Experience Level

Over 3 years

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Business Level

#### Minimum Education Level

Bachelor's Degree

#### Visa Status

Permission to work in Japan required

### Job Description

#### Senior Finance Revenue Growth Manager シニアファイナンス収益成長マネージャー - FMCG (11-13m JPY, Hybrid, Bilingual)

Our client, a leading global food & beverage company, is seeking a Commercial Finance Business Partner for their Japan operations. This hybrid role offers the opportunity to drive data-led decision-making and influence leadership in a strategic finance capacity, focusing on sustainable and profitable growth. The position offers a competitive salary of 11-13 million JPY and requires experience in the FMCG sector.

#### Key Responsibilities:

- Lead RGM strategy development and execution
- Provide strategic leadership on pricing and promotion strategies
- Evaluate trade spending effectiveness using ROI analysis

- - Drive customer-level profitability analysis
- - Lead development of RGM dashboards and KPIs
- - Ensure compliance with financial controls and pricing governance
- - Influence leadership with data-driven insights
- - Partner with Sales and Marketing for promotion strategies

**Qualifications:**

- - 10+ years in finance, revenue management, or related role
- - Bachelor's degree in Finance, Economics, or Business Administration
- - Fluent in Japanese and English
- - Proficiency with advanced analytics tools like Power BI
- - Experience in pricing strategy, revenue forecasting, and financial modelling
- - Experience with FMCG industry is preferred but not mandatory

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Company Description