



Business Development Manager ・ Travel Retail Japan

Diptyque Japan株式会社での募集です。 エリアマネージャー・スーパ...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

Diptyque Japan株式会社

Job ID

1604218

Industry

Daily Necessities, Cosmetics

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 夏季休暇 ...

Refreshed

July 23rd, 2026 17:44

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2394328】

Main Mission: As part of the development of the Travel Retail in Japan Diptyque is recruiting a Business Development Manager to manage several strategic operators in the region. Your role will be to maximize sales across Travel Retail points of sale contributing to revenue growth market share increase and strengthening the brand's positioning by building strong relationships with our partners. You will report directly to the Travel Retail Director based in France.

This position is based in Tokyo Japan and requires frequent travel (approximately 60%) .

Key Responsibilities

◇ Retail Sales Development

- Define annual and monthly sell out objectives in collaboration with the Travel Retail Director
- Monitor retail performance through KPIs optimize stock levels and assortment.
- Conduct monthly sales analysis by operator and category.
- Maintain strong relationships with Travel Retail operators and store managers.

◇ Management Supervision

- Recruit supervise and support Beauty Consultants (BCs) across the region.
- Set monthly objectives per BC and per point of sale.
- Act as the main point of contact for BCs.
- Analyze sales and provide recommendations to boost revenue and brand visibility.

◇ Training Coaching

- Deliver product training to BCs.
- Identify training needs in collaboration with the Training Department.
- Train and coach BCs generic staff and promoters during animations.
- Organize dedicated seminars for BCs.

◇ Merchandising

- Implement the annual animation plan across the region.
- Ensure compliance with Diptyque merchandising guidelines in all points of sale.
- Monitor stock levels and assortment.
- Train BCs and store managers on merchandising policies and ensure reporting.

Operator Relations

- Build strong relationships with operators and store managers.
- Provide regular field reporting.
- Negotiate additional spaces and propose initiatives to increase brand visibility.
- Participate in the organization of TFWA Cannes a key event in the Travel Retail industry.

◇ Strategic Competitive Intelligence

- Identify new brands launches and competitive trends.
- Detect opportunities for opening new points of sale.
- Analyze consumer needs to anticipate market developments.

Required Skills

◇ Experience/Skill

Experience:

Minimum 3 years in Travel Retail or retail ideally in luxury fragrance and beauty.

Skills:

- Strong adaptability in a constantly evolving environment.
- Excellent interpersonal and intercultural skills.
- Field oriented and results driven.
- Managerial skills and analytical mindset.
- Organization rigor and attention to detail.
- Autonomy and team spirit.
- Proficiency in Microsoft Office tools (PowerPoint Excel Word) .
- Languages: Fluent Japanese and English; French is a strong asset.

Company Description

1. 香り付きインテリア装飾製品の販売 2. 香水の販売 3. スキンケア用品、ヘアケア用品、及びボディケア用品の販売 4. 医療部外品、化粧品の製造及び販売 5. 上記に附帯する一切の業務