



Procurement Category Manager (FMCG) 購買カテゴリーマネージャー (消費財)

Job Information

Recruiter

[Advisory Group K.K.](#)

Job ID

1605664

Industry

Daily Necessities, Cosmetics

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 14 million yen

Refreshed

September 1st, 2026 15:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Description:

- Develop and execute regional category spend strategies (Direct OEM/ODM & Indirect) aligned with global productivity and cost targets.
- Lead strategic sourcing, vendor selection, contract negotiations (MSAs), and continuous cost improvement (CIP) initiatives.
- Build and maintain strong relationships with C-suite stakeholders (Japan Business VP, Directors) and global/regional procurement hubs.

- Manage top-tier local/regional suppliers to drive operational value, innovation, and sustainable sourcing.

Job Description (職務内容):

- グローバルの目標に沿った日本市場のカテゴリー購買戦略（OEM/ODM直接材および間接材）の策定と実行
- 戦略的ソーシング、サプライヤー選定、契約交渉（基本合意書・MSA締結）、コスト改善（CIP）プロジェクトの推進
- 日本法人の役員層（事業VP、各部門ディレクター）およびAPAC/グローバルの購買チームとの強固な信頼関係構築
- 主要サプライヤーとのリレーションシップマネジメントを通じたイノベーションと持続可能な製品調達の実現

Required Skills**Required Skills:**

- 5+ years of managerial/leadership experience in Procurement or Category Management within FMCG, Cosmetics, or Consumer Goods.
- Strong track record in Direct Contract Manufacturing (OEM/ODM) management and Indirect Sourcing (Marketing, Professional Services).
- In-depth knowledge of strategic sourcing processes (e.g., 7-Step Model) and ERP systems (SAP, Ariba, Spend Analytics).
- Fluent/Business-level English and Japanese with exceptional stakeholder management and negotiation skills.

Required Skills (応募要件):

- FMCG（消費財）、化粧品、日用品業界における5年以上の購買・カテゴリーマネジメント経験
- OEM/ODM等の受託製造（直接材）管理および間接材（マーケティング、専門サービス等）の購買経験
- 戦略的ソーシング（7ステップモデル等）の知見、およびERPシステム（SAP、Ariba等）の使用経験
- ステークホルダーとの高い交渉力・コミュニケーション能力、およびビジネスレベル以上の日本語・英語力

Company Description