Trilingual Account Manager – Food Services / 営業 (日英中)

Job Information

Recruiter
Advisory Group K.K.

Job ID
1607348

Industry
Restaurant, Food Service

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
4.5 million yen ~ 7.5 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Refreshed
November 19th, 2026 04:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Entry Level

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Business Level

Other Language
Chinese (Mandarin) - Fluent Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

主な業務内容 (Main Responsibilities)

1. **信頼されるクライアントパートナーシップの構築:** 大手法人クライアントの第一窓口として深い信頼関係を築き、顧客の期待を超える高品質な社内食・ダイニングサービスと高い満足度を提供します。

2. **魅力的なメニュー＆イベント体験の創出:** シェフや購買・オペレーションチームと手を取り合い、季節のメニュー企

画、試食会、パントリー（スナック・飲料）提案、社内イベントなどのワクワクする企画を実現します。

3. **スムーズな事業運営とアカウント成長の推進:** アカウントのパフォーマンス管理、サービスレベル（SLA）や原価・価格設定のモニタリングを行い、クライアントへの新サービス提案を通じてさらなる事業拡大を目指します。

Top 3 Main Responsibilities

1. **Build Inspiring Client Partnerships:** Act as the trusted primary contact for premier corporate accounts, collaborating closely with business leaders to deliver outstanding dining experiences, tailored services, and lasting customer satisfaction.

2. **Bring Culinary & Event Concepts to Life:** Partner with talented Culinary, Procurement, and Operations teams to curate exciting menus, tasting events, pantry selections, and workplace promotional activations that delight employees every day.

3. **Drive Smooth Operations & Account Growth:** Oversee account performance, monitor operational SLAs and pricing, and explore new service opportunities to ensure sustainable growth and commercial excellence.

Required Skills

応募要件 (Requirements)

- **経験:** カスタマーサービスまたは営業での実務経験（フードサービス、給食受託、ホテルF&B、航空食等の業界経験があれば尚可）。
- **語学力:** ビジネスレベル以上の**英語・日本語・中国語（北京語）**。
- **スキル:** ホスピタリティ精神、価格設定やメニュー開発への関心、多様性のある多国籍チームで柔軟に協力できる高いコミュニケーション能力。

Requirements

- **Experience:** Experience in customer service or sales (exposure to Corporate Dining, Food Service, Contract Catering, Hotel F&B, or Airline Catering is a plus).
- **Language Skills:** Business fluency in **English, Japanese, and Mandarin Chinese** (written and spoken).
- **Technical & Soft Skills:** Strong customer mindset with interest in contract execution, pricing, and client engagement; comfortable working in a collaborative, multicultural environment.

Company Description