

Merchandiser | 外資ハイブランド企業

> **ワタリジャパン株式会社での募集です。 マーチャンダイザー（MD）のご経験のある…**

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
ワタリジャパン株式会社

Job ID
1610899

Industry
Other (Distribution, Retail, Logistics)

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5.5 million yen ~ Negotiable, based on experience

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 夏季休暇 年末年…

Refreshed
October 30th, 2026 21:00

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2405328】
【Main Responsibilities】
1. Market and Customer Strategy.Conduct market research and analyse furniture interior and consumer trends in Japan.Regularly visit customer stores furniture retailers showrooms and exhibitions.Collect and analyse feedback from customers retail floor staff and the Japan sales team.・Identify market opportunities customer requirements missing price points and gaps in the current product range.・Work with the DPM Manager Sales team and APAC teams to develop

product and merchandising strategies suitable for Japan. ・Prepare market competitor and customer reports with clear conclusions and recommendations.
2. Product Selection and Merchandising.
・Review products developed or offered by APAC R D and merchandising teams and select products suitable for the Japanese market. ・Organise and structure sofa and furniture models into commercially attractive product ranges.
・Ensure that the product range is aligned with Japanese customer needs retail price expectations and market trends. ・Maintain a balanced product assortment across different designs sizes seating comfort levels materials and price points. ・Identify products that should be introduced improved repositioned or discontinued. ・Ensure that new products are sufficiently differentiated from existing products and competitors.
3. Product Development.
・Work closely with APAC R D sourcing teams and factories to develop products suitable for the Japanese market. ・Prepare product briefs based on market requirements customer feedback target prices and required margins. ・Support the development of standard products Japan specific products and customer specific products. ・Consider Japanese market requirements such as product dimensions seat height seat depth firmness functionality design and quality expectations. ・Coordinate product samples and follow the development process from the initial concept through costing sampling review and final approval. ・Ensure samples are available on time for customer presentations exhibitions and showroom launches. ・Support the introduction of new materials designs functions and construction methods.
4. Pricing Cost and Margin Management
・Analyse product costs selling prices retail price points and gross margins. ・Work with the DPM Manager APAC teams and factories to ensure products are commercially competitive. ・Support cost negotiations and product adjustments to achieve the required price and margin. ・Ensure that products are developed according to the correct target price from the beginning. ・Review the impact of exchange rates material costs and market conditions on product pricing. ・Recommend pricing or specification changes when necessary. ・Support the preparation of product forecasts and pricing models.
5. Product Performance Analysis.
・Analyse sales performance product margins customer performance and product life cycles. ・Identify successful products underperforming products and unnecessary duplication within the range. ・Recommend actions such as product improvements price adjustments repositioning additional training or discontinuation. ・Create clear replacement recommendations for discontinued products. ・Maintain product lists development schedules and launch plans. ・Follow up on new product launches and evaluate performance against expectations.
6. Customer and Sales Support
・Support the Japan sales team in customer meetings and product presentations. ・Prepare product proposals and product packages suitable for individual customers. ・Provide information regarding product specifications materials construction pricing and positioning. ・Help the sales team explain the differences and advantages of our products. ・Participate in customer presentations during domestic and international furniture exhibitions. ・Support customer specific product development projects. ・Work with the Sales team to identify opportunities to increase product displays and retail floor space.
7. Product Training and Communication
・Conduct product training for the Japan Sales Marketing and other relevant teams. ・Support product training for customers and retail floor staff. ・Prepare clear product information selling points and product comparisons. ・Work with Marketing and Sales to develop credible product stories and presentation materials. ・Explain product construction materials leather or fabric comfort functionality and manufacturing background. ・Ensure that product information is easy for retail floor staff and customers to understand and use.
8. Exhibitions and Showroom Management
・Support product selection for Japanese exhibitions showrooms and customer presentations. ・Work with the DPM Sales Marketing and Operations teams to ensure samples and product information are prepared on time. ・Participate in relevant domestic and international exhibitions including CIFF in China when required. ・Support customer presentations and product selection during exhibitions. ・Review showroom product assortments and recommend changes when required. ・Prepare exhibition and showroom follow up reports.
9. Cross Functional and APAC Collaboration
・Act as a link between the Japanese market and APAC product development functions. ・Communicate Japanese market and customer requirements clearly to APAC Merchandising R D Sourcing and manufacturing teams. ・Work closely with Japan DPM Sales Marketing Operations Quality and Finance teams. ・Follow up on product development projects samples pricing and agreed actions. ・Identify and communicate risks related to cost quality specifications or timing. ・Support product related quality and claim analysis when required.

Required Skills

【Required Skills and Experience】
・Experience in furniture interiors or lifestyle products is preferred.
・Candidates with relevant merchandising experience in other consumer goods
industries will also be considered.
・Experience in product selection product development buying product management or a related commercial function.
・Ability to communicate professionally in both Japanese and English.
・Strong verbal and written communication skills in both languages.
・Good understanding of market trends customer needs pricing and product positioning.
・Strong analytical and problem solving skills.
・Experience analysing sales costs pricing and margins.
・Strong organisational and project management skills.
・Ability to manage several projects and deadlines at the same time.
・Good customer facing and presentation skills.
・Proficiency in Microsoft Excel Word and PowerPoint.
・Willingness to travel within Japan and internationally when required.
Preferred Qualifications
・Experience in the furniture interior home furnishing or lifestyle industry.
・Knowledge of sofas upholstery leather fabric or furniture construction.
・Experience working with international product development sourcing or
manufacturing teams.
・Experience working with Japanese retailers or consumer goods customers.
・University degree in merchandising business marketing product development design or a related field.
Personal Attributes
・Commercially minded with a strong interest in products and the market.

・Curious and willing to visit stores and speak directly with customers and sales teams.
・Able to convert market information into practical product recommendations.
・Proactive and able to work independently.
・Strong attention to detail and follow up.
・Able to communicate issues early and recommend solutions.
・Comfortable working across different cultures and functions.
・Team oriented and able to cooperate closely with Japan and APAC colleagues.
・Flexible and able to work in a fast moving business environment.
・Focused on execution and completing agreed actions.

Company Description

1996年に創業したワタリジャパンは、ソファメーカーとして唯一、自社で皮革工場を持ち、製造からデザイン、品質管理までを一貫して行うことで妥協のないソファづくりを実現し、上質な製品を提供しています。