



Corporate Sales

Job Information

Recruiter

JAC International Co., Ltd.

Hiring Company

French luxury crystal maison

Job ID

1618888

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ Negotiable, based on experience

Refreshed

October 22nd, 2026 17:50

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

Company Overview

A globally renowned French luxury maison celebrated for its heritage, craftsmanship, and lifestyle creations. The brand serves discerning clients worldwide through its retail network, hospitality partnerships, and corporate gifting solutions.

Mission

Contribute to business growth and brand enhancement by driving corporate sales activities targeting companies and distributors.

Develop and execute tailored proposals that meet client needs while preserving the brand's prestigious positioning within the luxury market.

Manage the entire process from proposal and order placement through delivery and after-sales service, ensuring exceptional client satisfaction and long-term partnerships.

Key Responsibilities

1. Corporate Sales Development

Manage and grow relationships with existing corporate clients while actively developing new business opportunities.
Expand the corporate customer base through gifting programs, partnerships, and B2B collaborations.
Develop strategic proposals and customized gifting solutions aligned with client objectives.
Build sustainable relationships with corporate partners, distributors, and agencies.

2. Project & Order Management

Oversee the full order-to-delivery process in collaboration with Marketing, Logistics, and Finance teams.
Manage project timelines, budgets, and client communications.
Coordinate internal approval and order processes while ensuring smooth execution.
Arrange product inspections, shipments, and related logistics when required.

3. Sales Administration

Prepare sales forecasts and monthly business reports.
Maintain accurate records of sales activities, orders, invoicing, and client information.
Monitor sales performance and identify opportunities for business improvement.

4. Client Experience & Brand Representation

Act as a brand ambassador and uphold the highest standards of luxury service.
Deliver customized client experiences that reflect the brand's heritage, craftsmanship, and excellence.
Ensure all proposals and communications are aligned with the brand image and values.

5. Cross-Functional Collaboration

Work closely with Retail, Marketing, Logistics, and international HQ stakeholders.
Facilitate effective communication between internal and external partners.
Share best practices and contribute to the continuous development of the business.

Employee Benefits:

Compensation : up to 7M.

Compulsory Benefits:

- Health Insurance,
- National Pension,
- Employment Insurance,
- Accident Insurance

Required Skills

■ Required Experience and Skills

3?5 years of corporate or B2B sales experience, preferably in luxury, premium consumer goods, or gift-related industries.
Strong communication and interpersonal skills to engage with corporate clients and partners.
Project management capability with attention to detail and deadlines.
Proficiency in Microsoft Office (Excel, Word, PowerPoint; Pivot table experience preferred).
Fluent in Japanese and basic to intermediate English (reading/writing e-mails).

■ Preferred Qualifications

Experience in luxury or high-end consumer brands.
Knowledge of Baccarat products or similar premium gift items.
Experience collaborating with marketing or logistics functions.

■ Personal Attributes

Client-oriented mindset with a strong sense of ownership.
Positive and proactive attitude.
Ability to multitask and adapt in a fast-moving environment.
Commitment to brand integrity and excellence.
Team-oriented and collaborative spirit.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさらに的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介

いたします。

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We provide specialized proactive recruitment support to multinational clients who are setting up new operations or are expanding existing business and seeking further growth in the Japanese market. As the first Japanese recruitment company to set up operations in the UK in 1975, understanding foreign cultures is second nature to us. With our extensive global network and historically leading position as recruitment consultancy to Japanese corporations, we have access to an unrivaled pool of bilingual Japanese and foreign professionals. Our professional consultants are experts in a range of industries and functions and all have extensive multicultural experience. Based on JAC's unique history, culture and market strength, JAC International was founded to provide dedicated support to our multinational corporate clients in Japan.

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