



Business Development Manager | Coffee & Foodservice | Tokyo

Grow Japan business and partnerships

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

Confidential Coffee and Foodservice Equipment Company

Job ID

1619074

Industry

Machinery

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

Fluent Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Build the next stage of a professional coffee and foodservice business in Japan.

This Tokyo-based Business Development Manager role offers ownership of distributor partnerships and new customer development across cafe chains, roasters, convenience stores and office coffee channels. Work closely with business leadership and international colleagues to turn market insights into business growth.

Your scope includes developing new accounts and distribution partners, strengthening existing relationships, planning and forecasting sales, reporting market trends, and supporting showroom visits and product demonstrations.

Location: Tokyo, Japan. Permanent full-time.

For a confidential discussion, contact Cornerstone Recruitment Japan. The client identity and further employment details will

be shared during the recruitment discussion.

Required Skills

Over 3 years of relevant B2B sales experience, with a track record in coffee, foodservice or premium equipment.
Fluent Japanese. English is an advantage.
Bachelor's degree.
Existing permission to work in Japan is required; visa sponsorship is not available for this role.

Company Description