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
November 8th, 2026 00:00

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