Key Account Manager, Major Retail Account

Own a major retail customer in Japan

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Hiring Company
Confidential International Consumer Company

Job ID
1619183

Division
Consumer and Retail

Industry
Food and Beverage

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
6 million yen ~ 9 million yen

Salary Bonuses
Bonuses included in indicated salary.

Work Hours
Standard 8-hour workday; details at interview

Holidays
Weekends, public holidays and annual leave

Refreshed
November 10th, 2026 13:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About the role

Join an international company and help grow its business in Japan.

Responsibilities
• Develop and execute plans for the Japanese market
• Build strong relationships with customers, partners and internal stakeholders
• Manage revenue, budget, forecasts and KPIs
• Identify growth opportunities and coordinate cross-functional execution
• Monitor and report market and competitor developments

The company name is confidential and will be shared during the initial discussion.

Required Skills

Requirements
• key account sales with major Japanese retailers
• Strong Japanese communication and stakeholder management skills
• Business English is preferred
• Commercially minded, proactive and comfortable working independently
• Current permission to work in Japan

Company Description