# Key Account Manager, Wine

**Grow major wine accounts in Japan**

## Job Information

**Recruiter**
Cornerstone Recruitment Japan K.K.

**Hiring Company**
Confidential International Consumer Company

**Job ID**
1619196

**Division**
Consumer and Retail

**Industry**
Food and Beverage

**Job Type**
Permanent Full-time

**Location**
Tokyo - 23 Wards

**Salary**
5 million yen ~ 8 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
• 3 to 5 years of alcohol sales and account management
• 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