National Key Account Manager | Wine | Tokyo

Own national retail and wholesale growth

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Hiring Company
Confidential Wine Business

Job ID
1621292

Industry
Food and Beverage

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
November 4th, 2026 09:08

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
None

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
No permission to work in Japan required

Job Description

National Key Account Manager | Wine | Tokyo

Build the next stage of your commercial career with an international wine business in Japan. Take ownership of major retail and wholesale relationships, win new listings and turn customer insight into profitable growth.

The opportunity

This hands-on role combines national account development with practical execution. You will shape customer plans, expand distribution and strengthen the performance of international wines in the Japanese market.

Your responsibilities

• Develop supermarket, convenience-store, liquor-chain and wholesale accounts.

• Lead buyer negotiations, secure listings and agree trading terms.

• Build annual customer sales and marketing plans covering volume, revenue, profitability and promotional investment.

• Own forecasts and budgets, using sales and market data to identify opportunities and improve results.

• Coordinate with marketing, finance and supply chain, and visit customers and stores regularly.

Your experience

• Substantial wine-sales experience in Japan with direct responsibility for major retail or wholesale accounts.

• Existing buyer relationships with supermarket and convenience-store chains in Japan.

• A track record of winning listings, expanding distribution and growing accounts.

• Strong negotiation, presentation, planning and analytical skills, with an understanding of consumers and retail activation.

• Native-level Japanese proficiency, personal accountability and a hands-on approach.

• Willingness to travel within Japan.

Experience with imported wines is welcome.

Location: Tokyo, Japan

Employment: Permanent, full-time

Target start: April or May 2027

Apply through this advert or contact Alex Zoboli at Cornerstone Recruitment Japan to discuss the opportunity confidentially.

日本語

ナショナルキーアカウントマネージャー | ワイン | 東京

海外ワインを扱う企業で、日本国内の主要小売・卸売アカウントの成長を担うポジションです。バイヤーとの関係を築き、新規導入、配荷拡大、収益性の高い売上成長を、自らの提案と実行力で推進していただきます。

主な業務

• スーパー、コンビニ、酒販チェーン、卸売業者との関係構築・深耕、新規アカウントの開拓

• 本部商談、新規商品の導入提案、取引条件の交渉

• 販売数量、売上、利益、販促投資を含む年間の顧客別営業・マーケティング計画の策定と実行

• 売上予測、予算管理、営業データや市場動向に基づく改善施策の立案

• マーケティング、財務、サプライチェーンとの連携、顧客・店舗への定期訪問

求める経験・スキル

• 日本国内での十分なワイン営業経験と、大手小売・卸売アカウントを直接担当した経験

• スーパーおよびコンビニチェーンのバイヤーとの既存の関係

• 新規導入、配荷拡大、既存アカウントの成長を実現した実績

• 交渉力、提案力、計画力、分析力に加え、消費者や店頭販促への理解

• ネイティブレベルの日本語力と、自ら計画から実行まで責任を持って進める姿勢

• 国内出張に対応できること

輸入ワインの営業経験をお持ちの方は歓迎します。

勤務地：東京都

雇用形態：正社員・フルタイム

入社時期：2027年4月または5月を想定

本求人からご応募ください。詳細を非公開で相談されたい方は、Cornerstone Recruitment JapanのAlex Zoboliまでお問い合わせください。

Company Description