

Business Development Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Tier 1 FMCG Company - Food & Beverage

Job ID
1621450

Industry
Other

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
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

-Drive business growth by identifying new opportunities and expanding sales across key channels.
-Develop and manage strategic business plans with distribution and commercial partners.
-Manage key channels such as convenience, vending, e-commerce, supermarkets, drugstores, and other modern trade channels.
-Negotiate commercial terms including sales volumes, pricing, rebates, and trading conditions.
-Identify key growth drivers, risks, and opportunities, and translate them into actionable business plans.
-Work closely with partners and customers to ensure strong execution and maximize sales performance.
-Coordinate required resources and investments, including P&L management and trade marketing activities.
-Develop and execute trade marketing, promotional, and channel strategies based on market needs.
-Manage sales forecasting, promotional planning, and performance tracking.
-Monitor distributor and partner performance through KPIs, market visits, and regular business reviews.
-Prepare monthly performance reports and communicate results and actions with internal and external stakeholders.

Employee Benefits:
-Compulsory Benefits (Health Insurance, National Pension, Accident Insurance, Employement Insurance)

-DC Pension

Required Skills

-5+ years of relevant commercial experience in areas such as Sales, Key Account Management, Trade Marketing, Category
-Management, or Distributor Management.
-Experience within FMCG, consumer goods, premium products, food & beverage, or a similar multinational environment preferred.
-Strong understanding of different sales channels, customers, categories, and market dynamics.
-Proven ability to develop and execute commercial strategies and tactical business plans.
-Strong negotiation and stakeholder management skills, including managing complex commercial discussions.
-Experience working with distributors, business partners, and key customers.
-Solid understanding of trade marketing and general marketing principles.
-Experience in budget planning, investment management, and performance monitoring.
-Strong analytical, problem-solving, and commercial decision-making capabilities.
-Results-oriented, proactive, adaptable, and comfortable taking ownership of business growth.
-Strong interpersonal and influencing skills, with the ability to engage stakeholders across different functions and cultures.
-Effective presentation and communication skills in Japanese and English.
-Business-level English required.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.