

「Confidential」Buying Manager Japan / Korea

Birkenstock Japan株式会社での募集です。 マーチャンダイザー（...

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
Birkenstock Japan株式会社

Job ID
1625082

Industry
Apparel, Fashion

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 6 million yen

Work Hours
09:00 ~ 18:00

Holidays
【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 夏季…

Refreshed
November 26th, 2026 16:14

General Requirements

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2423394】
Purpose and background of the job:

General Purpose:
・ Buying Manager Japan / Korea will play a key role in translating the seasonal assortment strategy into buying plans across Japan and Korea based on sales forecasts and inventory targets to maximize sales and profitability while managing

inventory risk..
・ Lead seasonal buying and article level sales and inventory forecasting across Japan and Korea using performance insights from Retail Online and Wholesale channels to identify opportunities and risks recommend actions and minimize excess inventory.

Tasks and accountabilities:
In the Japan and Korea markets the Buying Manager works closely with Merchandising team to translate the approved assortment pricing and launch plans into buying quantities and ongoing sales and inventory forecasts.
This position requires strong analytical capability commercial judgment and cross functional communication with the ability to communicate decisions clearly to each stakeholder and drive their execution. Including qualitative and quantitative input from the channels you will use sales and inventory data to drive fact based decisions optimize inventory productivity and support sustainable business growth.

・ Forecasting / Buying
o Collaborate closely with channel teams to align buy quantities with channel demand inventory needs and sell through expectations and adjust plans as trading conditions evolve.
o Lead seasonal buying processes and prepare monthly order sheets accurately and on time.
o Build and maintain rolling article level sales and inventory forecasts across Japan and Korea.
o Review forecast accuracy and update demand assumptions based on latest sales trends inventory positions launch timing and commercial activities.

・ Reporting / Analysis
o Monitor and analyze DTC and B2B sales sell through and inventory performance by article channel and relevant customer or store segment.
o Prepare regular sales and inventory reports highlighting key business trends opportunities and risks with clear recommendations for action.
o Monitor promotional performance and evaluate the impact of promotions markdowns and other commercial activities on sales and inventory.
o Partner with Merchandising and channel teams to provide quantitative insights that support product launch and commercial decisions.

・ In season Action / Inventory Management
o Track article level performance and recommend in season actions such as forecast / order adjustments where operationally feasible.
o Collaborate with Merchandising Marketing Retail Online and Wholesale teams to adjust product launch plans based on delivery status actual sales and inventory performance.
o Develop and recommend season end sale markdown and inventory liquidation plans to reduce aged and excess inventory while protecting sales and margin.
o Identify slow moving and excess inventory early and drive cross functional action plans through to execution.

・ Additional Responsibilities:
o Buying / forecasting data and tool coordination
o Support seasonal and monthly business reviews with sales inventory and forecast analysis
o Maintain data accuracy across buying forecasting and reporting tools and processes
o Maintain regular information sharing with the Global Sales and DP teams to support inventory replenishment and perform timely data alignment to improve future forecast accuracy.

Required Skills

Competencies:

・ Strong analytical and commercial mindset with a high degree of curiosity
・ Strong business acumen and sound commercial judgment
・ Structured and logical thinking with strong problem solving skills
・ Hands on detail oriented and accountable working style
・ Strong project and time management with a high level of planning and organizational skills
・ Ability to translate insights into clear recommendations and actions
・ Ability to communicate and influence effectively across functions and channels
・ Ability to work effectively in an international and cross cultural team

Qualifications:

Education
o Bachelor’s degree or above is required
Work experience
o Minimum of 7 years of experience in Buying Merchandising Planning or Inventory Management
o Experience in the footwear fashion or retail industry preferred
o Experience in multi channel environments such as Retail Online and Wholesale
Language Skills and related level
o Japanese native
o English business level
Technical Skills
Mandatory:
o Advanced Excel proficiency and strong ability to work with large sales and inventory datasets
o Strong numerical and analytical skills including forecasting and performance analysis
o Open to learning and adapting to systems and tools landscape
Optional:
o Experience with BI planning or forecasting tools is a plus

Personal Skills

- Multi tasking exceptional time management and self driven personality
- Excellent communication in a cross functional collaborative environment
- Team player with cross cultural communication skills
- High level of ownership and sense of responsibility
- Strategic and problem solving mindset
- Capable of challenging assumptions and making fact based recommendations
- Flexible and responsive to issues and challenges arising from a rapidly changing environment

Company Description

ビルケンシュトックは、そのルーツを1774年のドイツに遡るグローバルブランドです。創業当初より人々の足の健康を守るという意志に基づき、機能的で高品質な製品を提供するタイムレスなブランドとして、世界中で愛され続けています。＜ドイツに根付いたグローバルブランド＞グローバルに展開するビルケンシュトックは、世界でトップ5のフットウェアブランドであり、同時に、世界で最も知名度の高いドイツブランドの一つでもあります。ビルケンシュトックでは素材や部品の90％以上をヨーロッパ圏内で調達し、製品の95％以上をドイツで製造しています。素材テストのための最先端ラボを自社内に設けることで、業界で最も高い環境的・社会的基準に従って靴づくりに取り組んでいます。＜フットベッド（中敷）の生みの親＞ビルケンシュトックは、お客様の生活をよりシンプルで美しくするための製品作りを心掛けています。その中心となるのは解剖学に基づいた形状のフットベッドです。今日では快適さを表すために広く一般に使われているこのフットベッドは、ビルケンシュトックによって生み出されました。そして、フットベッドは我々が行うすべての活動の哲学とスタンダードでもあります。 人々の”自然な歩行”を促す、ビルケンシュトックというブランドの核となるものです。