



Operations & Business Development Manager

Be involved in the core of the company

募集職種

人材紹介会社

Cornerstone Recruitment Japan 株式会社

求人ID

1568797

業種

小売

雇用形態

派遣

勤務地

東京都 23区

給与

400万円 ~ 600万円

勤務時間

10:00~18:00

休日・休暇

土日祝日休み

更新日

2026年02月06日 12:02

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

日常会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Key Responsibilities

- **Operational Oversight:** Manage day-to-day office and showroom operations, ensuring smooth coordination across sales, logistics, and production.
- **Client & Account Management:** Maintain and expand relationships with key domestic and international clients; assist with negotiations and deal closures.
- **Strategic Planning:** Collaborate with leadership to implement company objectives, streamline workflows, and identify new business opportunities.
- **Exhibitions & Trade Shows:** Organize and manage international exhibitions, including booth setup, client

scheduling, and post-event follow-up.

- **Inventory & Product Management:** Oversee inventory systems, ensure product availability, and maintain data accuracy across platforms.
 - **Administrative & Financial Support:** Supervise export documentation, invoicing, and reporting in coordination with accounting and logistics teams.
 - **Process Development:** Contribute to building internal systems (CRM, sales tracking, customer service) and support operational improvements.
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スキル・資格

- Fluent in English (native level or equivalent); Japanese proficiency is a strong advantage.
 - 3–5 years of experience in business operations, account management, or international trade, ideally in luxury goods or export sectors.
 - Highly organized, proactive, and detail-oriented, with strong follow-through.
 - Comfortable handling diverse tasks in a small, entrepreneurial team environment.
 - Strong interpersonal skills and leadership presence, capable of earning trust and taking ownership.
 - Proficient in Google Workspace, CRM tools (e.g., Monday.com), and Excel/Sheets.
 - No prior experience in the product category required—curiosity and professionalism are key.
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会社説明