



## Country Manager

欧州発プレミアム食品ブランドの日本市場立ち上げを担う責任者ポジション

### 募集職種

#### 人材紹介会社

Cornerstone Recruitment Japan 株式会社

#### 求人ID

1572496

#### 業種

その他

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

1000万円 ~ 経験考慮の上、応相談

#### 更新日

2026年04月23日 01:00

### 応募必要条件

#### 職務経験

6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

ネイティブ

#### 最終学歴

大学卒：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

#### Country Manager – Japan (New Market Launch)

**Location:** Japan

**Reporting Line:** Direct to Headquarters (Europe)

**Industry:** Premium Food & Consumer Goods

#### Position Summary

An international food brand is seeking a Country Manager to establish and grow its presence in Japan. The role focuses on commercial expansion of premium food categories, including seafood and other specialty products, while navigating a highly traditional and relationship-driven market.

#### Main Responsibilities

- Develop and implement a market entry strategy tailored to Japan's premium food sector
- Lead commercial activities to achieve revenue targets within Japan, and potentially support neighboring markets such as South Korea and China
- Build strong business relationships with importers, distributors, retailers, and key decision-makers
- Monitor market performance and deliver strategic reporting and recommendations to the European head office
- Conduct frequent domestic travel and international business trips as required

**Candidate Requirements**

- Demonstrated experience in premium food or related categories within Japan
- Existing network and strong awareness of local business practices and distribution structures
- Excellent negotiation, communication, and stakeholder management abilities
- Capable of operating independently and managing a new-market commercial initiative
- Native-level Japanese proficiency and business-level English

Language: Native Japanese with business-level English.

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会社説明