



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01月15日 14:12

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.

会社説明