



Business Development Manager ・ Travel Retail Japan

Diptyque Japan株式会社での募集です。 エリアマネージャー・スーパ...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

Diptyque Japan株式会社

求人ID

1608670

業種

日用品・化粧品

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 900万円

勤務時間

09:00 ~ 18:00

休日・休暇

【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 夏季休暇 ...

更新日

2026年08月20日 16:11

応募必要条件

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

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

【求人No NJB2394328】

Main Mission: As part of the development of the Travel Retail in Japan Diptyque is recruiting a Business Development Manager to manage several strategic operators in the region. Your role will be to maximize sales across Travel Retail points of sale contributing to revenue growth market share increase and strengthening the brand's positioning by building strong relationships with our partners. You will report directly to the Travel Retail Director based in France.

This position is based in Tokyo Japan and requires frequent travel (approximately 60%) .

Key Responsibilities

◇ Retail Sales Development

- Define annual and monthly sell out objectives in collaboration with the Travel Retail Director
- Monitor retail performance through KPIs optimize stock levels and assortment.
- Conduct monthly sales analysis by operator and category.
- Maintain strong relationships with Travel Retail operators and store managers.

◇ Management Supervision

- Recruit supervise and support Beauty Consultants (BCs) across the region.
- Set monthly objectives per BC and per point of sale.
- Act as the main point of contact for BCs.
- Analyze sales and provide recommendations to boost revenue and brand visibility.

◇ Training Coaching

- Deliver product training to BCs.
- Identify training needs in collaboration with the Training Department.
- Train and coach BCs generic staff and promoters during animations.
- Organize dedicated seminars for BCs.

◇ Merchandising

- Implement the annual animation plan across the region.
- Ensure compliance with Diptyque merchandising guidelines in all points of sale.
- Monitor stock levels and assortment.
- Train BCs and store managers on merchandising policies and ensure reporting.

Operator Relations

- Build strong relationships with operators and store managers.
- Provide regular field reporting.
- Negotiate additional spaces and propose initiatives to increase brand visibility.
- Participate in the organization of TFWA Cannes a key event in the Travel Retail industry.

◇ Strategic Competitive Intelligence

- Identify new brands launches and competitive trends.
- Detect opportunities for opening new points of sale.
- Analyze consumer needs to anticipate market developments.

スキル・資格

◇ Experience/Skill

Experience:

Minimum 3 years in Travel Retail or retail ideally in luxury fragrance and beauty.

Skills:

- Strong adaptability in a constantly evolving environment.
- Excellent interpersonal and intercultural skills.
- Field oriented and results driven.
- Managerial skills and analytical mindset.
- Organization rigor and attention to detail.
- Autonomy and team spirit.
- Proficiency in Microsoft Office tools (PowerPoint Excel Word) .
- Languages: Fluent Japanese and English; French is a strong asset.

会社説明

1. 香り付きインテリア装飾製品の販売 2. 香水の販売 3. スキンケア用品、ヘアケア用品、及びボディケア用品の販売 4. 医療部外品、化粧品の製造及び販売 5. 上記に附帯する一切の業務