

Retail Training Manager

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
Fast-Growing Global Lifestyle Beauty Brand

求人ID
1618907

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
600万円 ~ 800万円

更新日
2026年11月05日 01:00

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
ビジネス会話レベル

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

A company in the beauty industry is hiring for a Retail Training Manager position. This is an exciting opportunity to play a key role in elevating customer experience and retail performance across a growing store network. Working closely with retail teams and headquarters, you will drive capability development, strengthen product knowledge, and ensure consistent brand standards while contributing to the continued growth of a premium lifestyle beauty brand.

Job Description
Conduct regular store visits and deliver coaching to improve retail performance, team capabilities, and key business metrics.
Observe customer interactions and provide actionable feedback to ensure consistent execution of the brand’s customer consultation process.
Monitor customer experience standards across retail locations and implement improvement initiatives based on performance insights.
Analyze mystery shopping results and identify opportunities to enhance service quality and customer engagement.
Facilitate onboarding programs for new retail team members, supporting their integration and development.
Deliver product knowledge training and ensure retail teams can communicate product benefits and brand stories.

Support new product launches by preparing store teams with the necessary knowledge, tools, and training.
Manage e-learning programs and track the ongoing development of retail staff.
Measure training effectiveness through retail KPIs and participant feedback, continuously optimizing training programs.
Partner with retail operations, headquarters functions, and store management teams to ensure alignment on business and training objectives.

Employee Benefits:
Benefits

Comprehensive social insurance coverage.
Transportation allowance.
Product allowance.
Employee discount program.
Opportunity to work closely with international stakeholders.
Exposure to a rapidly growing retail business.
Professional development and career growth opportunities.

スキル・資格

Qualifications

5?10 years of experience in retail training, retail sales, or related functions within luxury, beauty, fashion, or consumer goods industries.
Strong understanding of retail KPIs and performance drivers.
Excellent coaching, mentoring, and feedback skills with a customer-focused approach.
Experience delivering training programs and facilitating employee development initiatives.
Proficiency in Microsoft PowerPoint, Word, and Excel.
High proficiency in English or Korean, both written and spoken, with the ability to conduct meetings and business communications.
Willingness and flexibility to travel domestically for store visits, openings, and coaching activities.
Strong communication and stakeholder management skills.
Hands-on retail sales experience is preferred.
Ability to adapt and thrive in a fast-paced and evolving environment.

会社説明

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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