Sales Manager, Off-Trade Wine and Spirits

Lead key retail accounts and sales team

募集職種

人材紹介会社
Cornerstone Recruitment Japan 株式会社

採用企業名
Confidential Wine and Spirits Company

求人ID
1619062

業種
食品・飲料

会社の種類
中小企業 (従業員300名以下) - 外資系企業

外国人の割合
外国人 少数

雇用形態
正社員

勤務地
東京都 23区

給与
700万円 ~ 800万円

ボーナス
給与： ボーナス込み

勤務時間
Standard full-time schedule

休日・休暇
Weekends, national holidays and annual leave

更新日
2026年11月07日 00:00

応募必要条件

職務経験
10年以上

キャリアレベル
エグゼクティブ・経営幹部レベル

英語レベル
日常会話レベル (英語使用比率: 25%程度)

日本語レベル
ネイティブレベル

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 confidential wine and spirits company is seeking a hands-on Sales Manager to lead its off-trade sales team in Tokyo.

Key responsibilities
• Own annual sales, gross margin, volume and account profitability targets.
• Build and execute account plans for national and regional retailers, supermarkets, department stores, liquor chains, e-commerce accounts and wholesalers.
• Personally manage strategic accounts and senior buyer relationships.
• Lead negotiations covering listings, shelf plans, promotions, rebates and commercial terms.
• Run monthly forecasting and gap analysis and take corrective action.
• Lead, coach and evaluate a team of approximately eight sales professionals.
• Partner with Marketing, Supply Chain and Finance on promotions, stock, pricing, margins and receivables.
• Provide customer and market insight to support portfolio, pricing and range decisions.

Location: Tokyo, with regular customer visits and domestic travel.
Employment: Permanent, full-time.
Start: Q1 2027 or earlier by agreement.

スキル・資格

Required
• 10+ years in wine, spirits, beer or the broader alcoholic beverage industry.
• 5+ years of people management with responsibility for sales targets.
• Strong off-trade experience in Japan across retailers, supermarkets, liquor chains, department stores or wholesalers.
• Experience owning sales and gross-margin results.
• Strong relationships with buyers at major Japanese retail accounts.
• Native-level Japanese.

Preferred
• Experience with an imported wine company and knowledge of European wines.
• JSA Wine Expert, JSA Sommelier, WSET Level 3 or equivalent.
• Hands-on leadership style with a strong coaching mindset.

会社説明