Business Development Manager | Coffee & Foodservice | Tokyo

Grow Japan business and partnerships

募集職種

人材紹介会社
Cornerstone Recruitment Japan 株式会社

採用企業名
Confidential Coffee and Foodservice Equipment Company

求人ID
1619074

業種
機械

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月08日 00:00

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
無し

日本語レベル
流暢レベル

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

Build the next stage of a professional coffee and foodservice business in Japan.

This Tokyo-based Business Development Manager role offers ownership of distributor partnerships and new customer development across cafe chains, roasters, convenience stores and office coffee channels. Work closely with business leadership and international colleagues to turn market insights into business growth.

Your scope includes developing new accounts and distribution partners, strengthening existing relationships, planning and forecasting sales, reporting market trends, and supporting showroom visits and product demonstrations.

Location: Tokyo, Japan. Permanent full-time.

For a confidential discussion, contact Cornerstone Recruitment Japan. The client identity and further employment details will

be shared during the recruitment discussion.

スキル・資格

Over 3 years of relevant B2B sales experience, with a track record in coffee, foodservice or premium equipment.
Fluent Japanese. English is an advantage.
Bachelor's degree.
Existing permission to work in Japan is required; visa sponsorship is not available for this role.

会社説明