SPECIALIZED GROUP Understanding People

Sales Manager / 営業マネージャー | Premium Spirits

Global spirits | Japan market expansion

募集職種

人材紹介会社
スペシャライズドグループ株式会社

求人ID
1620877

業種
流通

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13日 10:00

応募必要条件

職務経験
1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

Japan Sales Manager-Global Premium Spirits Company

About the Opportunity

This role will be responsible for building new business, expanding distribution, and developing strong relationships across the on-premise, off-premise, and distributor channels.

Working closely with key industry partners, you will help drive the success of an established imported portfolio while supporting the launch and growth of new products entering the Japanese market.

As part of a growing, entrepreneurial business, this position is ideal for someone who enjoys creating opportunities, building relationships, and making a direct impact. We're looking for a self-starter who thrives in a dynamic environment, takes ownership, and is comfortable building processes rather than following established ones.

If you have a strong network within the beverage industry, enjoy winning new business, and are excited by the opportunity to help shape a growing brand's success in Japan, we'd love to hear from you.

Key Responsibilities

Business Development

- Identify and win new business across bars, restaurants, hotels, and retail channels
- Build a strong pipeline of prospective accounts and distribution opportunities
- Grow market presence and drive sales across a premium spirits portfolio

Trade & Distributor Management

- Develop and manage relationships with distributors, wholesalers, and key trade partners
- Secure product listings and promotional opportunities
- Act as a trusted partner to customers and stakeholders across the market

Sales & Growth

- Deliver against sales and distribution targets
- Create account plans and growth strategies
- Monitor business performance and identify new opportunities for expansion

Product Launches & Brand Building

- Support upcoming product launches in the Japanese market
- Gather market insights and customer feedback to support future growth
- Represent the brand at industry events, tastings, and trade activations
- Provide product education and training to customers and partners

Requirements

Essential

- Proven sales experience within spirits, beverage, FMCG, or a related industry
- Strong track record of opening new accounts and growing distribution
- Established network within hospitality, retail, distributor, or on-premise channels
- Self-starter who can thrive in a growing and evolving business
- Native-level Japanese and business-level English
- Willingness to travel as required

Preferred

- Experience launching new brands or products in Japan
- Existing relationships within premium beverage categories
- Background in sales, trade marketing, or brand-building roles
- Relevant industry certifications are a plus

What Success Looks Like

- Quickly establishing new customer relationships and distribution partnerships
- Consistently achieving sales and growth targets
- Successfully supporting new product introductions
- Building a strong market presence and long-term trade partnerships

---

会社説明