



BROWN-FORMAN

On-Premise National Accounts Manager

Job Information

Hiring Company
[Brown Forman Japan K.K.](#)
Job ID

1475758

Division

Brown-Forman Asia - Japan

Industry

Food and Beverage

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Train Description

Yamanote Line, Shinagawa Station

Salary

7.5 million yen ~ 9 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

November 22nd, 2024 09:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Manager Title: National On-Premise Group Manager

Business Unit: Brown-Forman Asia - Japan

Location & Work Style: Tokyo, Japan - Hybrid

Meaningful Work From Day One

This role leads and develops our business with Tier-1 chained national accounts in the on-premise

channel (bars, restaurants, nightclubs, hotels, and other venues) and to achieve sales growth and trade execution targets, working closely with bar suppliers and HQs of on-premise national accounts and effectively collaborating with other On-Premise Sales Managers, KAMs, and Field Sales representatives who look after the branches and the outlets of the chained national accounts in their respective areas.

What You Can Expect

- Develop a deeper 360-degree understanding of the on-premise national accounts nationwide and each customer's business, strategy, and goals. Utilize data & insight effectively to highlight opportunities and threats to the business and drive business decisions.
- Build and manage mutually beneficial relationships with bar suppliers and on-premise national accounts. Develop & execute customer plans, including pricing, portfolio, trading terms, promotions, and visibility & activations. Plan and lead biannual Joint Business Planning meetings with senior management of the customers. Leverage solid strategic framework and concept to build convincing customer plans.
- Manage the client mix and portfolio of accounts, develop accurate forecasts, and allocate trade investments and monitor the effectiveness and efficiency of trade programs to drive profitable business growth and maximize return on investment.
- Effectively engage and communicate with other On-Premise Sales Managers, KAMs, and Field Sales representatives who look after the branches and the outlets of the chained national accounts in their respective areas. Build a collaborative, inclusive, winning team culture, provide clear direction & guidance, establish effective processes to the entire on-premise organization in order to drive the business growth of the chained national accounts.
- Collaborate closely with Commercial Strategy & Operations, Trade Marketing, and other cross-functional partners, and communicate transparently and effectively with stakeholders regarding issues & opportunities, plans, performance, and learning.

Who We Are

Imagine working for a company that welcomes you in, inspires you to bring your best self to every opportunity, and encourages you to grow and develop your career in a resilient and fun industry. Brown-Forman offers our employees this kind of career and environment and has for more than 150 years. Together, we proudly live and work by our values, striving each day to be better and do better as people, as a company, and as members of the communities we call home. Come have a seat at our table!

Many Spirits, One Brown-Forman- We believe that an inclusive culture, one that values the diversity and unique perspective of each individual, allows us each to bring our best self to work and leads to greater teamwork, creativity, and trust.

Cultivating a Caring Culture- We know that our strong culture is one of the many reasons people love working at Brown-Forman. Brown-Forman has been recognized as one of the world's most ethical companies.

Enriching Life. Enriching Careers- At Brown-Forman, we craft products known for bringing people together. Our employees have made us what we are today and are the reason for our success. Do not just take our word for it. Brown-Forman is consistently recognized as a Great Place to Work® in countries around the world.

For 150 years, Brown-Forman Corporation has enriched the experience of life by responsibly building fine quality beverage alcohol brands that are supported by approximately 5,200 employees and sold in more than 165 countries worldwide. Our brands include Jack Daniel's, Woodford Reserve, Old Forester, The GlenDronach, Benriach, Glenglassaugh, Herradura, el Jimador, Chambord, Ford's Gin, Gin Mare, and Diplomático Rum.

Jack Daniel's is the #1 premium whiskey brand in Japan, and we see significant opportunity to continue growing both the Jack Daniel's family of brands and our wider portfolio of premium and super-premium whiskey, gin, tequila and rum. Brown-Forman announced that we will launch our own distribution company on April 1, 2024 to fully manage the importation, sales and marketing of our portfolio in Japan, taking fuller control of our route-to-consumer and strengthening our capabilities in the market.

What We Offer

Total Rewards at Brown-Forman is designed to engage our people to ensure sustainable and profitable growth for generations to come. As a premium spirits company, we offer equitable pay structures for individual and company performance alongside a premium employee experience. We offer a range of premium benefits that reflect our company values and meet the needs of our diverse workforce.

Required Skills

What You Bring to the Table

- 5+ years of sales management experience in the FMCG industry
- High business acumen and judgment based on strategic thinking
- Honesty and integrity
- Drive for results
- Ability to build productive internal and external relationships at all levels and get buy-in for business recommendations
- Proven ability to set clear direction, prioritize, organize and manage multiple projects to completion by specific deadlines
- Collaborative team player with strong conflict management skills
- Adaptable, flexible and resilient
- Persuasive communication skills (influencing, listening, presenting, writing); able to explain sales and analytical results in a clear, concise, and visually appealing manner

What Makes You Unique

- Alcohol industry experience with knowledge of trade margins and rebates, particularly in the premium and super-premium imported spirits industry (wholesale and retail).
- On-premise sales or marketing experience in the food & beverage industry in Japan with good knowledge and relationships with bar suppliers
- Experience working for a foreign company, especially a U.S. or European company
- Experience leading teams and coaching and developing people
- English language proficiency

Company Description