



Michael Page

www.michaelpage.co.jp

Commercial Finance Head - FMCG Cosmetics

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Job Information

Recruiter

Michael Page

Job ID

1484574

Industry

Retail

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Refreshed

July 10th, 2024 00:00

General Requirements

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This is an exciting opportunity to lead the financial growth of a leading cosmetics brand in the dynamic Japanese market. As the Head of Finance (Commercial), you'll play a pivotal role in developing and implementing financial strategies to drive sales, profitability, and market expansion.

Client Details

The client is a prestigious brand well-known for its innovative skincare products. They are a leader in the pharmacy skincare industry and are looking to expand their commercial success in the dynamic Japanese market.

Description

- **Financial Leadership with Change Management:** Develop and implement financial strategies aligned with commercial goals to drive sales, profitability, and market expansion in Japan. Lead the change process in adapting financial strategies as market dynamics and supply chain realities evolve.
- **Data-Driven Insights & Supply Chain Integration:** Partner with sales, marketing, and supply chain teams to translate financial, market, and supply chain data into actionable insights for strategic decision-making. Analyze how financial performance connects with in-country inventory levels, supplier relationships, and overall supply chain optimization.

- **Financial Management & Change Implementation:** Oversee all commercial finance activities, including budgeting, forecasting, and reporting. Ensure accurate reflection of both financial and supply chain costs, while implementing changes to improve financial reporting and budgeting processes.
- **Cash Flow Optimization:** Manage relationships with financial institutions and implement strategies to optimize cash flow for efficient operations. Proactively consider potential cash flow fluctuations due to supply chain dynamics and market changes.
- **Commercial Efficiency & Change Initiatives:** Identify and implement strategies to improve commercial operations and ensure profitability. Lead change initiatives to optimize the supply chain for cost savings, improved efficiency, and alignment with overall financial goals.

Job Offer

- **Competitive Salary & Benefits Package:**
 - Base salary commensurate with experience
 - Performance-based bonuses
 - Health insurance, life insurance, and other employee benefits
- **Career Growth Opportunities:**
 - Training and development programs
 - Opportunities to take on additional responsibilities and leadership roles
 - Possibility of international exposure or relocation within the company
- **Dynamic and Rewarding Work Environment:**
 - Working with a passionate and talented team
 - Contributing to the success of a prestigious brand
 - Making a real impact on the company's growth in the Japanese market

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Hai Le at +81 3 6832 8623.

Required Skills

Financial Acumen:

- Extensive experience in a finance role within the consumer goods or beauty industry.
- Strong understanding of financial modeling, budgeting, forecasting, and financial reporting
- Ability to translate financial data into actionable insights for strategic decision-making.
- Understanding of how supply chain dynamics impact financial performance.
- Ability to collaborate with supply chain teams to ensure financial and operational alignment.

Change Management Expertise:

- Proven ability to lead and implement change within the financial and operational landscape.
- Experience in adapting financial strategies to market dynamics and evolving supply chain realities.
- Strong communication and interpersonal skills to effectively lead and motivate a team through change initiatives.

Additional Desirable Traits:

- Collaborative and results-oriented approach with excellent communication skills (both English and Japanese fluency).
- Passion for the beauty industry and a strong understanding of the Japanese market (a plus).
- Ability to work independently while also being a team player with a strong work ethic.

Company Description

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