



## PR/122763 | Managing Director (F&B)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1522174

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

April 1st, 2025 08:01

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Key Responsibilities:**

- Strategic Leadership:
  - Develop and execute long-term strategic plans to achieve business objectives, including revenue growth, market share expansion, and profitability.
  - Conduct market research and competitive analysis to identify trends, opportunities, and potential threats.
  - Define and implement the company's vision, mission, and values
- Operational Management:
  - Oversee all aspects of daily operations, including production, distribution, sales, marketing, finance, and human resources.
  - Ensure efficient and effective operations across all departments.
  - Monitor key performance indicators (KPIs) and take corrective action as needed.
  - Maintain high standards of food safety, quality, and customer service

- Financial Management:
  - Develop and manage budgets, forecasts, and financial reports.
  - Oversee financial performance, including revenue, costs, and profitability.
  - Explore and pursue new funding opportunities as needed
  
- Sales & Marketing:
  - Develop and implement marketing strategies to increase brand awareness and customer engagement.
  - Oversee sales and distribution channels.
  - Build and maintain strong relationships with key customers and suppliers
  
- Human Resources:
  - Lead and manage the company's human resources function, including recruitment, training, and development.
  - Foster a positive and productive work environment.
  - Ensure compliance with all relevant labor laws and regulations
  
- Innovation & Development:
  - Identify and develop new products, services, and market opportunities.
  - Drive innovation and continuous improvement within the organization
  
- Risk Management:
  - Identify and mitigate potential risks to the business, including financial, operational, and reputational risks.
  - Ensure compliance with all relevant laws and regulations.

**Qualifications:**

- Bachelor's degree in business administration, management, or a related field.
- 10+ years of experience in the food and beverage industry, with progressive leadership roles.
- Proven track record of success in driving business growth and profitability.
- Strong financial acumen and analytical skills.
- Excellent leadership, communication, and interpersonal skills.
- Ability to build and motivate high-performing teams.
- Strong understanding of market trends and consumer behavior.
- Ability to adapt to a dynamic and competitive environment.

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Company Description