



JAC Recruitment

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Indonesia

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

February 18th, 2025 10:17

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.

Company Description