

# MichaelPage

[www.michaelpage.co.jp](http://www.michaelpage.co.jp)

## Sports- Retail Director

### Sports- Retail Director

#### Job Information

##### Recruiter

Michael Page

##### Job ID

1523696

##### Industry

Other

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

10 million yen ~ 12 million yen

##### Refreshed

February 25th, 2025 15:49

#### General Requirements

##### Career Level

Executive

##### Minimum English Level

Business Level

##### Minimum Japanese Level

Fluent

##### Minimum Education Level

Bachelor's Degree

##### Visa Status

No permission to work in Japan required

#### Job Description

We are seeking a dedicated and visionary Retail Director for our fast-paced Sports business. The ideal candidate will have in-depth knowledge of Outdoor/Sports retail operations, excellent leadership abilities, and the ability to drive the strategic direction of our retail department.

#### Client Details

Fast growing Sports and Outdoor brand group.  
Iconic brand covering multi sports like volleyball, baseball, basketball.

#### Description

- Develop and implement retail strategies that align with the company's business **objectives**.
- Oversee the management of all retail outlets to ensure sales targets are met.
- **Lead** and inspire the retail team to deliver outstanding customer service.
- Monitor market trends and **competitor** activities to identify opportunities and key issues.
- Manage budget development, cost estimation, and fiscal management.
- **Collaborate** with other departments to ensure smooth operation and achievement of **objectives**.
- Ensure compliance with legal and company policies.

- Oversee the recruitment, training, and development of retail staff.

#### Job Offer

- A **supportive** and **collaborative** work environment in Tokyo.
- Opportunities for professional growth and development.
- **Competitive** benefits package.

We encourage all qualified candidates who are ready to drive their career forward to apply for this exciting Retail Director position.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Minh Tran on +813 6832 8947.

---

#### Required Skills

A successful Retail Director should have:

- A degree in Business Management, Marketing or related fields.
- Proven experience in managing a retail team in the Outdoor/ Sports sector.
- Strong **leadership** and communication skills.
- Excellent **understanding** of retail management software.
- Strong business acumen and strategic planning abilities.
- Outstanding problem-solving capabilities and a customer-oriented approach.

---

#### Company Description

Fast growing Sports and Outdoor brand group.  
Iconic brand covering multi sports like volleyball, baseball, basketball.