



Country Manager / 社長

募集職種

人材紹介会社

アヘッド・ジャパン

採用企業名

Global Company

求人ID

1523006

業種

物流・倉庫

会社の種類

中小企業 (従業員300名以下) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円 ~ 2000万円

更新日

2025年02月20日 17:47

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

- You will be responsible for driving business growth in Beer, Wine and Spirits (BWS). You will champion local business development and further build our strong relationships with current customers and inspire your local teams on customer needs and opportunities. Therewith you will guarantee an excellent service provision by all local employees, next to identifying new market and customer opportunities without compromising current business. You will set high goals that are ambitious but realistic for self and team
- You will oversee and support the creation of targeted sales and business development plans together with all teams involved. Next to this local responsibility, you will actively engage and drive collaboration with all functions within the company network to deliver on our promises, to our clients and to our shareholders;
- As you know that engaged people are driving better customer satisfaction and results, you will help to manage the individual performance of employees, build employee engagement, coach and develop people, put the right people in the right job, therewith fostering our valued company culture;
- Your focus will be on optimizing the gross profit. From your responsibility, you will deliver on top line and bottom line

objectives from your full P&L, balance sheet and cash sheet responsibility. You will act to surpass goals and focus on exceeding targets;

スキル・資格

- You are a credible expert in the logistics sector with 10+ years of relevant experience in logistics (freight forwarding) / retail businesses. Within our industry, you can prove your track record in business development by expanding product portfolio and customer base;
 - entrepreneurial team player that defines the strategy for local business, sets the direction and engages the people to drive the implementation of your plans;
 - You are a senior manager with strong leadership and team-building skills to create a winning team. Therefore, your nature is to delegate responsibilities, to create challenging but realistic goals and create a performance driven culture that delivers results, which exceed expectations. This includes open dialogues with the team to overcome challenging issues or learn more about these as a group. Even if this concerns remote-management;
 - You are a robust, but collaborative team player, with the ability to leverage a networked, multi-cultural organization easily;
 - You are entrepreneurial and resilient. Not a typical corporate character, but down-to-earth and pragmatic in essence (strategic if needed)
 - Proficiency in Japanese language would be preferred
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会社説明