



Account Manager – Personal Care | スキンケア、ヘアケアプロバイダーに向けての法人営業

ケミカル業界経験者も歓迎！弊社商品は美容品・ヘアケア製品の原料となるシリコン材料

Job Information

Hiring Company

[Momentive Performance Materials Inc.](#)

Job ID

1478434

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

5.5 million yen ~ 8 million yen

Refreshed

November 20th, 2024 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Responsibilities Include

- Align with Personal Care business growth strategy, implement and execute the Japan Personal Care regional strategy and marketing plans to achieve profitable and sustainable business results.
- Identify and develop incremental business growth in Japan.
- Discover local market trend and satisfy local customers' needs to make Momentive differentiated in the market. Drive nimble Innovation programs launching with correct values proposition at its accounts and channels.
- Corporate with Commercial, Marketing, ADE and R&D to identify local market trend and satisfy local customers' needs to make Momentive differentiated and sustainable in the market.
- Develop Japanese brochure, market bulletin, product technical datasheet, and content for Momentive Japanese website through collaboration with local Technology, ADE and stakeholders.
- Organize seminars, key customers workshop and local tradeshow.
- Engage channel partners for business growth, enhance products penetration and identify new opportunities through providing solid training, technical and commercial support to channels' sales force.

- Ensure new products launching quickly with correct values proposition at its accounts and channels.
 - Collect and analyze market competition intelligence, formulate right action plans in the dynamic market.
 - Research market efforts to identify the Desirability, Viability and Feasibility of new products and existing products, identify regional Personal Care market trends and challenges, satisfy customers' needs and make Momentive differentiated in the market.
-

Required Skills

Qualifications

Minimum Qualifications;

- Strong Personal Care market insight, marketing acumen, analytical, planning, budget management and understand organizational matrix.
- Proven record of accomplishment in developing new businesses, ability to manage channels for growth.
- Strong interpersonal and influence skill, creative and innovative, proactive, and self-motivated, ability to deal with people of all levels.
- Bachelor or Master Degree holder subjects in Chemical, Biochemical, Cosmetics, etc.,
- Native in Japanese. Fluent in English both in written and spoken.
- Willingness to travel frequently.
- Willingness to join meeting frequently with folks around the world and has flexibility to their time zone.

Preferred Qualifications;

- 5+ years working experience in Personal Care industry or related industry as Commercial or Marketing role, Personal Care formulation development or technical service experience would be a plus.
 - Familiar with beauty ingredients and market is preferred.
 - Ability to prioritize and handle multiple projects simultaneously and work in a cross-functional team environment.
 - Ability to work in fast-paced industry with strong teamwork and communication skills.
 - Ability to develop customer / industry relationships and trust.
 - Strong customer and distributor management skills.
 - MBA would be a plus.
-

Company Description