



Trade Manager (Frozen Protein) – Japan Market

Private Global Food Importer/Exporter

Job Information

Hiring Company

Lamex Foods, Inc.

Job ID

1508340

Industry

Specialized Import, Export

Job Type

Permanent Full-time

Location

Japan

Salary

6 million yen ~ Negotiable, based on experience

Refreshed

January 22nd, 2025 04:00

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

We are seeking a Trade Manager to join our team. This role handles Sales of frozen proteins in the Japan market. This position will monitor and pay close attention to current market conditions and trends with the ultimate goal to expand market share in this region. The perfect candidate for this exciting role will have strong communication skills, interpersonal skills, attention to detail, time management, and is a self-starter.

Who We Are:

Lamex Foods, Inc. - One of the world's largest privately owned frozen and chilled food importers/exporters. Lamex Food Group is a worldwide network with 23 Lamex offices in 21 countries. Lamex Foods, Inc is part of a global food trading group headquartered in London, with \$2b of revenue. In the nearly 50 years since its incorporation, Lamex Foods, Inc has become the largest single entity in the group, headquartered in Bloomington, MN. The business is export driven with sales to more than 100 countries worldwide.

Essential Duties and Responsibilities:

- Sales and order management of frozen meats. Meeting/speaking/emailing customers with product offers, issues, developing new customers and new market opportunities.
 - Meat importing experience.
 - Position involves travel requiring visits to customer's businesses, banks, retail outlets, attendance in major food shows, and travel to production facilities with customers.
 - Gather sales leads and data, maintain records, and liaise with different departments.
 - Review outstanding contracts weekly with the trading team.
 - Manage documentation and shipping issues.
 - Receive and process purchase and selling instructions.
 - Effectively communicate with internal Logistics, and Financial departments.
 - Manage processes at co-manufacturing facilities in collaboration with internal departments.
 - Answering telephone calls and emails from customers, clients, suppliers and addressing any issues.
 - Establish, develop, and maintain business relationships with current customers, prospective customers, and suppliers to generate new business, including new supplier and vendor sourcing.
 - Develop, manage, and maintain accurate information data structures and workflows in the internal CRM database.
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Required Skills

Qualifications / Requirements:

- Extremely strong communication skills, interpersonal skills, attention to detail, time management, and organizational skills.
- Ability to work with cross-functional teams, and change tracks quickly as needed.
- 2 – 5 years Meat Sales experience required.
- Must be a native Japanese speaker with business level English
- Must possess or be eligible to have a passport.

※To apply, please send your most recent English CV/Resume

Company Description