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## Sales Representative - FMCG Adhesives

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#### Job Information

**Recruiter**
[Michael Page](#)
**Job ID**

1514058

**Industry**

Chemical, Raw Materials

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 8.5 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

December 26th, 2024 08:00

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

This role involves driving the sales and expansion of packaging adhesives in the FMCG industry. You will collaborate with customers and internal teams to optimize product performance, enhance productivity, and improve cost-efficiency, while contributing to Henkel's growth in a dynamic and supportive environment.

#### Client Details

Our client is a large German organization operating globally across various sectors. Known for their high-quality products and commitment to innovation, they have a strong presence in Japan and are internationally recognized for their dedication to excellence.

#### Description

- Manage and maintain relationships with key clients in the FMCG industry.
- Develop and implement effective sales strategies to drive sales growth in assigned territories.
- Collaborate with team members to secure, retain, and grow accounts.
- Understand customer needs and offer solutions and support to meet those needs.
- Organize and coordinate sales representatives schedules.
- Present sales and realistic forecasts to the management team.
- Track sales goals and reporting results as necessary.
- Oversee sales team performance and lead by example to ensure targets are met.

#### Job Offer

**Competitive Salary:** A salary range of 6M~8M JPY plus performance-based bonuses.

**Career Development:** Opportunities for growth within a global organisation, with access to continuous learning and professional development programs.

**Flexible Work Environment:** Hybrid work options, offering flexibility in how you manage your work-life balance, with occasional travel required.

**Comprehensive Benefits:** A full range of benefits, including health insurance, retirement plans, and wellness programs to support your well-being.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuka Kawase on +813 6627 6068.

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#### Required Skills

- **Experience:** 3+ years of sales experience in a manufacturer or trading company, preferably in packaging, chemicals, or related industries.
- **English:** Business-level proficiency in English.
- **Driving License:** A valid driver's license is required.
- **Flexibility:** Willingness to travel and adapt to a hybrid work environment.

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