



## Sales manager — <Cold Chain&Logistics Solutions>

**Full Remote within Japan**

### Job Information

**Hiring Company**

EMBALL'ISO Japan

**Job ID**

1524739

**Division**

Emball' Iso Japan

**Industry**

Logistics, Storage

**Company Type**

Small/Medium Company (300 employees or less) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

April 21st, 2025 00:00

### General Requirements

**Minimum Experience Level**

Over 6 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

**Reports to:** Country Manager

**Job Description**

Emballiso is a French international growing company (privately owned) providing isothermal packaging solutions to the pharma industry (mainly).

Present in APAC with one subsidiary (and factories) in China, Singapore, India, Vietnam and Japan, Emball Iso continues to reinforce its footprint in APAC and new subsidiary in Australia and Korea are opened in 2024.

Country manager of Emball' Iso Japan is acting also as sales manager but as his responsibility is extended to APAC management, we require a dedicated sales manager to oversee Japanese market.

Our business in Japan is growing faster than we thought and we look forward to having with us our new Business Developer to further promote locally Emball' Iso solutions.

### **Job purpose**

To identify and develop sales strategy to deliver customer pipeline and win new business from new customers and achieve profitable growth consistent with company's targets.

### **Role and Responsibilities**

- To identify, qualify and initiate quality opportunities with new customers targeting logistics companies (mainly forwarders) as well as Pharmaceutical companies. Support and seize the opportunities from the increasing growth and demand for reliable temperature controlled transportation
- - Get recurrent sales by taking lead in the whole process of lead conversion into sales, from lead generation to deal conclusion which can take 1-2 years in our business
  - Identify the potential business with right customers
  - Make sales call to customers
  - Find and design solutions for customers to catch new business
  - Create quotations
  - Maintain relationships with customers and ensure business stability
  - Maintain close working relationship with the company's HQ and global team

### **Required Skills**

#### **Qualifications and Education Requirements**

##### **Education**

- Bachelor Degree or equivalent , preferably graduate of science faculties

##### **Language**

- Native in Japanese or N1
- Very good in English

##### **Professional experience**

- Around 5-10 years` experience in selling & marketing of supply chain/cold chain solutions
- Experienced in B2B Sales activity from identifying the potential customers, making sales call plan and appointments, delivering sales call and sales pitch, finding solutions for the customers, following up customers.
- Possess professional network in freight forwarders and pharmaceutical companies
- Entrepreneurial mindset who can work in a small company
- Strong sense of urgency and a hunter mentality in developing new sales activity.
- Maintains a positive 'can-do' approach
- Adhere to the Emball' Iso's corporate culture with venture mindset
- Good negotiation skills, with a grasp of the legal issues associated with contracts
- Able to work with people from different cultures and backgrounds
- Have logical thinking and scientific approach with numbers
- Maintains high work standards, integrity and autonomy
- Can keep continuous passion to conclude the deals which sometimes require long project time
- Strategic mind to play with various players and complex market situation

### **Company Description**