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## Trade Marketing / Channel Marketing

### Trade Marketing

#### Job Information

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

1530415

**Industry**

Food and Beverage

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 9 million yen

**Refreshed**

April 2nd, 2025 18:20

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Daily Conversation

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

#### Job Description

We are in search of a dedicated Category Specialist to join our Sales team in the FMCG industry. The successful candidate will have the chance to shape the future of our product categories in Tokyo and contribute significantly to our growth and success.

**Client Details**

Our client is an internationally known large organization in the FMCG industry. With a presence in several countries, they emphasize on innovation, quality, and commitment to delivering the best products to consumers.

**Description**

- Develop and implement category strategies
- Conduct market research to identify new opportunities
- Liaise with sales and marketing teams to increase product awareness
- Analyze consumer behavior and adjust product positioning
- Oversee inventory management to ensure optimal stock levels
- Collaborate with suppliers and negotiate contracts
- Monitor and report on category performance metrics

- Stay updated on industry trends and consumer preferences

### Job Offer

- A competitive salary range from 7,200,000 JPY to 9,000,000 JPY
- A work environment that encourages innovation and creativity
- Opportunities for career growth and professional development
- A comprehensive benefits package.
- Being part of a global team in the FMCG industry, located in Tokyo

Join us on this exciting journey and let's shape the future of FMCG together in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Tsubasa Hanif on +81366276052.

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### Required Skills

A successful Trade marketing candidate should have:

- Prior experience in a similar role within the FMCG industry
- Strong analytical and negotiation skills
- Proficiency in using market research tools
- Ability to collaborate effectively with cross-functional teams
- Sound knowledge of inventory management practices
- Excellent communication and presentation skills

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