



## Sales Manager ・ Japan Southeast Asia

外資系大手オレンジジュースメーカーでの募集です。 営業推進・企画のご経験のある...

### Job Information

**Recruiter**

JAC Recruitment Co., Ltd.

**Hiring Company**

外資系大手オレンジジュースメーカー

**Job ID**

1533480

**Industry**

Specialized Import, Export

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ 13 million yen

**Work Hours**

09:00 ~ 17:30

**Holidays**

【有給休暇】有給休暇は入社後7ヶ月目から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 年末年始

**Refreshed**

April 17th, 2025 15:25

### General Requirements

**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

【求人No NJB2221933】

**1) SUMMARY**

Responsible for formulating and executing the tactical strategic sales plan with the relevant existing and new customers in the region in the nearby and longer term in order to ensure compliance with the goals and objectives for total volumes and profitability.

## 2) RESPONSABILITIES

- Ensure compliance with monthly forecasts and annual sales volumes and profitability through the implementation of strategic sales plan and achieve other defined goals.
- Ensure high quality service and proper product according to the requirements of different customers;
- Ensure commercial relations in accordance with the commercial policy of the company through management of contracts sales and distribution of products. Liaises with customer and QA/CS T and resolves customer complaints;
- Contribute to the overall marketing strategy and optimization of marketing mix (pricing products distribution channels and promotional policies) of the company through ongoing collection analysis and sharing of information regarding the behavior of the market;
- Provide customer service: regular crop updates market updates maintaining and updating customer contract status including foreign exchange positions when it is the case.
- Education/Dissemination of the citrus juice knowledge to the customers to assist the steady growth in a way that the quality demands are in line with the product applications regulations and to assist development of new products
- Pursuing continuous improvement in Customer Relationship Management specially in markets/customers where services quality and stable supply are valued over price to gain/retain customers ensuring sustainable profitability to the Company;
- Work in collaboration with customers to provide new solutions on a win win basis.
- Develop new sales channels in line with the existing and new product offerings.
- Promote the integration / interface with the areas of Supply Chain Risk Management through the integration of the processes of sales logistics and the production of internal procedures fostering synergy between these areas and minimizing losses;
- Manage the supply and demand in quantity and quality to ensure the customer demands are negotiated and met in an optimized way especially in crops with quantity and quality constraints;

## Required Skills

### 1) EXPERIENCE

- a) Target: Sales Sales Management R D Marketing Foreign Trade Import Export Management.
- b) Stretch: 3 years experience in Food Ingredients/Additives Sales/Trade Marketing

### 2) LANGUAGES:

- a) Native Japanese
- b) Fluent English
- c) Portuguese and another Asian language a plus

### 3) OTHER KNOWLEDGES:

- a) Strong negotiation skills
- b) great communication and cross cultural behaviors (capable to bridge needs and requirements between customer in Japan/Asia and supplier in Brazil)
- c) team player
- d) observation and analytical skills and capability to collect and organize information

## Company Description

ご紹介時にご案内いたします