



Trade Manager (Frozen Protein) – Japan Market

Private Global Food Importer/Exporter

募集職種

採用企業名

Lamex Foods, Inc.

求人ID

1508340

業種

専門商社

雇用形態

正社員

勤務地

日本

給与

600万円～経験考慮の上、応相談

更新日

2024年12月18日 08:36

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.
-

スキル・資格

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

会社説明