

MichaelPage

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## Sales Representative - FMCG Adhesives

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## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1514058

## 業種

化学・素材

## 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

600万円 ~ 850万円

## ボーナス

固定給+ボーナス

## 更新日

2024年12月26日 08:00

## 応募必要条件

## キャリアレベル

中途経験者レベル

## 英語レベル

日常会話レベル

## 日本語レベル

流暢

## 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

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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#### スキル・資格

- **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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#### 会社説明

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