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Key Account Manager - Food Ingredients

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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

1534815

業種

食品・飲料

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

700万円 ~ 900万円

更新日

2025年04月22日 17:28

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

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

An exciting opportunity awaits a Key Account Manager with a passion for the Food industry and a strong background in sales, particularly with food ingredients. The successful candidate will be responsible for managing key accounts in Tokyo.

Client Details

Our client is a large organization in the Food industry, with a significant presence in Japan and expanding operations. They specialize in supplying high-quality food ingredients to various sectors within the industry.

Description

- Manage and grow relationships with key accounts in the Food industry.
- Develop and implement strategic sales plans tailored to specific accounts.
- Identify and capture new business opportunities to increase market share.
- Collaborate with teams to ensure delivery of excellent customer service.
- Conduct market research to stay updated on industry trends and competitor activities.

- Prepare sales reports and forecasts for management review.
- Attend industry events and exhibitions to network and promote the company's products.

Job Offer

- A competitive salary range of JPY 6,300,000 to JPY 8,700,000.
- Comprehensive health insurance and benefits.
- A supportive work environment that encourages professional growth.
- The chance to make a significant impact in a large organization in the Food industry.

If you are a driven and experienced Key Account Manager looking to make your mark in the Food industry, we encourage you to apply for this exciting opportunity in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sieffre Nagashima on +81 3 6832 8939.

スキル・資格

A successful Key Account Manager should have:

- A degree in Business, Marketing, or a related field.
- Proven experience as a Sales person in the Food industry.
- Strong knowledge of food ingredients and their market.
- Excellent communication and negotiation skills.
- Proficiency in English and Japanese languages.
- Willingness to travel for business purposes.

会社説明

We are the No. 1 supplier into most of the major foreign headquartered Companies across Tokyo and have an office of over 200 Consultants here in Japan. As a result, we attract some of the strongest candidates available. We have been operating in Japan for over thirteen years and have an International presence enabling us to draw on a network which spans across 161 offices in 33 countries worldwide. In particular, the Asia Pacific region in line with our US, UK and Australian offices work closely to share market knowledge and information as well as candidates & clients in a discretionary manner.