



【世界大手シリコン製品メーカー】 Technical Account Manager ・ Personal Care

化学（研究・開発・分析）のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

非公開

Job ID

1525185

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 7.5 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 入社月によって有休休暇付...

Refreshed

May 15th, 2025 15:00

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 NJB2284109】

■ポジション

Technical Account Manager ・ Personal Care

■製品

シリコン製品（化粧品やシャンプー等の日用品に使用される製品です。）

■顧客

日本国内の大手化粧品メーカーや消費財メーカー

■ポジション概要

日本におけるパーソナルケア事業の技術的な知識を持った営業・マーケティング活動を担当します。パーソナルケアの顧客や代理店を含む顧客との接点を主に担当します。マーケティング、テクノロジー、ADEで構成されるコアビジネスチームと密接に連携し、パーソナルケア市場における自社のシェアを拡大するための新規ビジネスチャンスを獲得するとともに、現在のビジネストップラインを維持するため、既存の主要顧客にも対応します。

■職務内容

- ・ Align with Personal Care business growth strategy implement and execute the Japan Personal Care regional strategy and marketing plans to achieve profitable and sustainable business results.
- ・ Identify and develop incremental business growth in Japan.
- ・ Discover local market trend and satisfy local customers' needs to make our company differentiated in the market. Drive nimble Innovation programs launching with correct values proposition at its accounts and channels.
- ・ Corporate with Commercial Marketing ADE and R D to identify local market trend and satisfy local customers' needs to make our company differentiated and sustainable in the market.
- ・ Develop Japanese brochure market bulletin product technical datasheet and content for our company's Japanese website through collaboration with local Technology ADE and stakeholders.
- ・ Organize seminars key customers workshop and local tradeshow.
- ・ Engage channel partners for business growth enhance products penetration and identify new opportunities through providing solid training technical and commercial support to channels' sales force.
- ・ Ensure new products launching quickly with correct values proposition at its accounts and channels.
- ・ Collect and analyze market competition intelligence formulate right action plans in the dynamic market.
- ・ Research market efforts to identify the Desirability Viability and Feasibility of new products and existing products identify regional Personal Care market trends and challenges satisfy customers' needs and make our company differentiated in the market.
- ・ Seek out and initiate contact at new customers or new applications where you can articulate the value to generate new business opportunities.
- ・ Provide Solutions and Problem shotting value for customers from technology perspective
- ・ Create ideas of total solution for customer at selected market by finding partner of equipment or manufacturer related to total solution needs.
- ・ Owning the customer within BPC team and ensure that their needs are accurately translated to a geographically dispersed team of technical service marketing and R D.

Required Skills

■必須

- ・ パーソナルケア市場における洞察力、マーケティング洞察力、分析力、企画力、予算管理、組織マトリックスへの理解。
- ・ パーソナルケア業界または関連業界において5年以上の実務経験（コマーシャルまたはマーケティング業務、パーソナルケア処方開発または技術サービス経験）を有すること。
- ・ 新規事業開発の実績があり、成長チャネルを管理できる。
- ・ 対人スキルと影響力に優れ、創造的かつ革新的で、積極的かつ自発的で、あらゆるレベルの人々と接することができる。
- ・ 化学、生化学、化粧品等の学士号または修士号取得者、
- ・ 日本語ネイティブ。日本語がネイティブであること。

■歓迎

- ・ 美容成分や市場に精通していることが望ましい。
- ・ 優先順位をつけ、複数のプロジェクトを同時に処理できる。
- ・ チームワークとコミュニケーション能力の高い方。
- ・ 顧客や業界との信頼関係を構築できる方。
- ・ 顧客および代理店管理能力の高い方。
- ・ MBAあれば尚可。

■Minimum Qualifications:

- ・ Strong Personal Care market insight marketing acumen analytical planning budget management and understand organizational matrix .
- ・ 5+ years working experience in Personal Care industry or related industry as Commercial or Marketing role Personal Care formulation development or technical service experience.
- ・ Proven record of accomplishment in developing new businesses ability to manage channels for growth.
- ・ Strong interpersonal and influence skill creative and innovative proactive and self motivated ability to deal with people of all levels.
- ・ Bachelor or Master Degree holder subjects in Chemical Biochemical Cosmetics etc.
- ・ Native in Japanese. Fluent in English both in written and spoken.
- ・ Willingness to travel frequently.
- ・ Willingness to join meeting frequently with folks around the world and has flexibility to their time zone.

■Preferred Qualifications:

- ・ Familiar with beauty ingredients and market is preferred.
- ・ Ability to prioritize and handle multiple projects simultaneously and work in a cross functional team environment.
- ・ Ability to work in fast paced industry with strong teamwork and communication skills.
- ・ Ability to develop customer / industry relationships and trust.
- ・ Strong customer and distributor management skills.
- ・ MBA would be a plus.

Company Description

ご紹介時にご案内いたします