

MichaelPage

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Key Account Manager - Food Ingredients

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Job Information

Recruiter

Michael Page

Job ID

1534815

Industry

Food and Beverage

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 9 million yen

Refreshed

April 22nd, 2025 17:28

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

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.

Required Skills

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.

Company Description

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.