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Account Manager - US Chemical Leader - Polymer Additives

Account Manager - US Chemical Leader

Job Information

Recruiter

Michael Page

Job ID

1538416

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 8 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 2nd, 2025 09:37

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

We are looking for Account Manager who will be responsible for driving sales of specialty polymer additives in the Japan market, working closely with customers to deliver high-value, technical solutions. Backed by a strong APAC team, the position offers the opportunity to grow a key market for a leading global chemical company.

Client Details

Our client is a global, privately held leader with over 150 years of history, operating across agriculture, food, and industrial solutions. In its division, the company develops science-backed, renewable-based products - including high-performance additives - that support sustainability and innovation across multiple industries.

Description

- Manage existing accounts and develop new business in Japan for polymer additives
- Promote product solutions across applications such as automotive, packaging, and industrial plastics
- Coordinate with technical and marketing teams to support customer needs and product fit
- Monitor market trends and competitor activity
- Plan and execute sales strategies to meet revenue and growth targets
- Travel domestically for customer visits (limited overseas travel)

Job Offer

- An estimated salary range of 6.5M - 7.5M JPY plus incentives.
- Excellent holiday leave provisions.
- A positive and supportive company culture.
- The opportunity to work in a leading company in the industrial/manufacturing sector.
- The chance to make a real impact in the Polymer Additives market in Tokyo.

We encourage all qualified candidates passionate about the industrial/manufacturing industry to apply for this exciting opportunity as an Account Manager in Tokyo.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Yuka Kawase on +813 6627 6068.

Required Skills

- Strong technical background in specialty chemicals or polymer materials.
- Proven sales experience (2~5 years) in specialty chemicals, polymers, or related fields.
- Business level English
- Self-motivated, proactive, and able to work independently.
- Strong interpersonal and communication skills, with the ability to build lasting customer relationships.
- Comfortable working in a multicultural team environment across the APAC region.

Company Description

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