

MichaelPage

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Business Development Sales - Adhesives

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Job Information

Recruiter
[Michael Page](#)
Job ID

1538971

Division

Business Development Sales - Adhesives

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 14 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

May 12th, 2025 10:01

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

This role is responsible for driving new business development in Japan for adhesives by identifying opportunities and leading market entry initiatives across various industrial applications. It involves strategic sales, project leadership, and cross-functional collaboration with regional and global teams.

Client Details

The company is a global specialty chemicals manufacturer based in US known for delivering high-performance materials and solutions across diverse industries.

Description

Key Responsibilities:

- Identify and develop new business opportunities in the Japanese market
- Lead market entry and project initiatives in collaboration with technical and commercial teams
- Drive solution-based sales by aligning internal resources to customer needs
- Manage product/application launches and support troubleshooting activities
- Coordinate with regional and global teams on cross-border projects
- Provide training and support to distributors, customers, and partners

Job Offer

What's on offer for the candidate:

- Competitive total compensation package
- Fixed bonuses
- Opportunity to work in a dynamic and growth-focused role in Japan
- Exposure to global projects and cross-functional collaboration

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

The Successful Candidate:

- Background in chemistry, materials science, or related field
- 5y+ of experience in sales or business development within the chemical/materials industry
- Early career experience in technical roles (e.g., lab, technical service) is a plus
- Strong understanding of solution-based selling and project management
- Fluent in Japanese with good English communication and writing skills
- Comfortable with frequent domestic and APAC travel

Company Description

The company is a global specialty chemicals manufacturer based in US known for delivering high-performance materials and solutions across diverse industries.