



## PR/118025 | International Account Manager

### Job Information

**Recruiter**[JAC Recruitment UK](#)**Job ID**

1542479

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

June 10th, 2025 01:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Japanese Organic Foods Company is seeking for International Sales

International Sales

Salary: 35-45K Depending on experience

Location: West London, hybrid

#### 1. Relationships

- Maintaining a good understanding of trends, and industry movements in key markets
- Maintaining adequate and consistent communication with customers to help keep Their Brand and the Organic agenda at the front of their minds.

- Arranging meetings and visits where beneficial
- Managing customer official documentation
- Managing and responding to account queries
- Heading up complex projects or issues related to your customers

#### 1. Analysis and Execution

- Tracking sales vs budgets
- Analysing company sales data to draw insights for your own portfolio. Gap-analyses, cross-selling, up-selling.
- Introducing new products and create and oversee successful launch plans with customers
- Arranging appropriate promotion plans and marketing activities maximise sales in line with them or customer promotional and marketing plans
- Managing promotional and marketing spend in line with forecasted budgets.

#### 1. Communication

- Working closely with the Sales Office Team to help deliver a fantastic and positive customer experience at all stages of the sales process.
- Working closely with the Supply Chain team by analysing sales and providing forecasts, where necessary, to ensure stock availability for launches and promotions whilst keeping wastage to a minimum.
- Communicating and implementing price increases
- Discovering and creating new business opportunities to further our Organic impact!
- Helping in the planning and organising of customer trade shows in various countries.
- Advocate and helping deliver the International newsletter, a bi-monthly communique to all international customers that updates them on recent their events. For example, new launches, campaigns, item assets.
- Helping to raise accessibility and visibility of their webpage in the international community.

#### Travel involved in this role:

- Visits to customers: Potentially once a month. Duration dependent on goals and territory.
- Trade shows 2/3 times per year, sometimes exhibiting, and other times attending.

#### Qualifications, Experience:

- Relevant academic qualifications (A level, Degree, professional etc)
- Strong background in the Organic and Natural Foods Industry, with experience of selling similar products to the their range
- Proven track record of achieving sales results and meeting targets in similar market sectors
- Prior sales experience with International wholesalers (ideally 2 years)

#### Skills / Aptitude:

- Highly numerate and skilled with data analysis / reporting
- Good general office skills on Microsoft products:
  - MS Excel, MS Powerpoint, MSTeams
- Self-motivating, entrepreneurial drive
- Interest in cooking a wide range of cuisines and environmental / sustainable issues

#### Other criteria

- Fluent English required.
- German, Italian and Scandinavian languages would be beneficial. Other languages welcome.
- Able to travel around the UK and abroad as needed
- Living within manageable commute to Acton, London.

#### General Terms and Conditions

- Probationary period of 6 months

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#### Company Description