

MichaelPage

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Account Manager - Food Ingredients (Sugars)

Account Manager - Sugars

Job Information

Recruiter

Michael Page

Job ID

1546877

Industry

Food and Beverage

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Refreshed

July 7th, 2025 14:49

General Requirements

Career Level

Entry Level

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This is a great opportunity for a sales professional to join as the Account Manager within the food industry. Based in Tokyo, this role focuses on driving sales growth and maintaining a strong market presence.

Client Details

The hiring company is a small-sized organization within the food industry, known for its commitment to delivering quality products to its customers. The company provides a collaborative environment where employees can make a meaningful impact.

Description

- Develop and maintain sales strategies to grow the business in the Japan market.
- Identify and pursue business opportunities to increase market share.
- Build and maintain strong relationships with key clients and stakeholders.
- Monitor sales performance and provide regular updates and reports to management.

- Analyze market trends and competitors to identify opportunities for business growth.
- Represent the company at industry events and trade shows to enhance brand visibility.

Job Offer

- Competitive salary in the range of JPY 5400000 to JPY 7600000 annually.
- Comprehensive health care and benefits package.
- Opportunity to build a career in the food industry with a growing company.
- A permanent role based in the vibrant city of Tokyo.

If you're ready to take on this challenging and rewarding role, we encourage you to apply today!

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 Account Manager should have:

- A proven track record in sales, preferably within the food industry.
- Excellent communication and negotiation skills.
- A results-driven approach with the ability to meet and exceed sales targets.
- The ability to work independently and take initiative.
- Fluency in Japanese.
- A bachelor's degree in business or a related field is preferred.

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.