

**MichaelPage**

www.michaelpage.co.jp

## Sales Manager - Fragrance

### Sales Manager - Fragrance

#### Job Information

**Recruiter**

Michael Page

**Job ID**

1546910

**Industry**

Daily Necessities, Cosmetics

**Company Type**

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

**Job Type**

Permanent Full-time

**Location**

Osaka Prefecture

**Salary**

7 million yen ~ 10 million yen

**Refreshed**

July 7th, 2025 17:31

#### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

#### Job Description

As a Sales Manager - Fragrance, you will oversee key sales operations within the Flavor & Fragrance Industry, focusing on driving revenue and managing client relationships. Based in Osaka, this role is ideal for an individual with a proven ability to strategize and execute sales plans successfully.

#### Client Details

This is an opportunity to join a mid-sized, globally recognized player in the Flavor/Fragrance industry. The company specializes in delivering high-quality products to its customers and is known for its strong market presence and commitment to innovation.

#### Description

- Develop and implement effective sales strategies to achieve business targets in the fragrance sector.
- Manage and nurture relationships with key clients to ensure long-term partnerships.
- Identify and pursue new business opportunities to expand market share in Osaka and beyond.

- Coordinate with internal teams to ensure customer needs are met efficiently.
- Prepare and present detailed sales reports to senior management.
- Monitor market trends and competitor activities to inform sales strategies.
- Lead contract negotiations and finalize agreements with clients.

#### Job Offer

- Competitive salary package ranging from 7400000 JPY to 9700000 JPY annually.
- Comprehensive health care and additional benefits for you and your family.
- Opportunities for career growth within a globally recognized company.
- A permanent position providing job stability and security.
- Engaging and collaborative work environment in Osaka.

Join a thriving company in the flavor/fragrance industry and take your career as a Sales Manager - Fragrance to the next level. Apply now to become part of a team that values expertise and innovation!

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 Sales Manager - Fragrance should have:

- Experience in the flavor/fragrance industry, particularly in sales and client management.
- Proven success in achieving or exceeding sales targets in a competitive environment.
- Strong analytical skills to interpret market data and inform decision-making.
- Excellent communication and interpersonal skills to build and maintain client relationships.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Fluency in Japanese to facilitate seamless communication with clients and teams.

---

#### 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.