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PR/118074 | Business Development Specialist (Japanese Speaking)

Job Information

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

1548393

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:39

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

A leading Japanese Food Company is seeking a highly motivated Business Development Specialist to drive sales across the EMEA region.

In this dynamic and fast-paced environment, this position will be responsible for developing new B2B channels, particularly wholesale clients and processing factories, as the company actively expands its global presence.

As we continue to grow, including potential M&A initiatives, this position will work closely with subsidiary CEOs and regional sales teams to collaboratively shape and execute the overall business strategy.

TYPE: Full-time role, initially 1 year contract (potential to become permanent)

WORKING HOURS: between 8:00-9:00 and between 16:30-17:30, Monday to Friday 40h/week

SALARY: €5,000 – 5,700 per month (depending on experience) +holiday allowance (8%)

LOCATION: Netherlands (10-30% travel component to EMEA region, depending on the new business)

Business Development Specialist RESPONSIBILITIES:

- Conduct targeted research to identify new potential clients, focusing on wholesale distributors and food processing factories across the EMEA region
- Proactively reach out to prospective clients, build strong relationships, and establish trust by providing high-quality solutions aligned with their needs
- Attend trade shows and exhibitions to connect with potential clients
- Develop customised sales strategies and proposals tailored to the needs of wholesale and processing companies in the seafood sector
- Manage and maintain a solid sales pipeline, ensuring consistent follow-up, tracking, and reporting on all activities and leads
- Collaborate with Japan HQ and other overseas branches and travel within the EU and Middle East as needed for business development and client meetings
- Track key performance metrics, such as client acquisition rates, revenue targets, and client feedback, and use these insights to refine strategies

Business Development Specialist IDEAL CANDIDATE:

- At least 3 years of sales experience in seafood raw materials and processed products within the European market
- Business-level proficiency in English is required
- Conversational Japanese skill is required (Or interest in working with Japanese members at small office)
- Willingness and ability to travel within the EMEA region for client meetings
- Valid work authorisation in the Netherlands
- Proficient in MS Office, Excel, Word

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Company Description