

MichaelPage

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Account Manager - Cosmetic Ingredients

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Job Information

Recruiter

Michael Page

Job ID

1553219

Industry

Chemical, Raw Materials

Company Type

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

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 12 million yen

Refreshed

July 28th, 2025 15:29

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

The Account Manager - Cosmetic Ingredients will manage and grow client relationships, focusing on delivering exceptional solutions for the Cosmetic industry. This role is based in the Greater Tokyo area and involves driving sales and providing expert guidance on cosmetic ingredients to ensure client satisfaction.

Client Details

This opportunity is with a mid-sized organization specializing in the Cosmetics sector, known for its innovative approach to providing high-quality cosmetic ingredients. The company is committed to offering tailored solutions to its clients and fostering a professional environment that values expertise and results.

Description

- Manage and nurture relationships with key clients in the Cosmetic sector, with a focus on cosmetic ingredients.
- Identify and pursue new business opportunities to grow the client portfolio in Tokyo and beyond.
- Collaborate with internal teams to provide tailored solutions and ensure customer satisfaction.

- Maintain up-to-date knowledge of market trends and product developments in the cosmetic ingredients field.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Negotiate contracts and agreements to achieve mutually beneficial outcomes.
- Track and analyze sales performance to meet or exceed targets.
- Provide feedback to product development teams to align offerings with client needs.

Job Offer

- Competitive salary in the range of JPY 8200000 to JPY 12000000.
- Comprehensive healthcare and benefits package.
- Opportunities for professional development within the Cosmetic industry.
- A collaborative and supportive work environment in Tokyo.
- Challenging and rewarding role with a focus on innovation and client success.

If you are excited to advance your career as an Account Manager - Cosmetic Ingredients, 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 - Cosmetic Ingredients should have:

- A background in sales, preferably within the cosmetic industry.
- Strong understanding of cosmetic ingredients and their applications.
- Excellent communication and negotiation skills.
- Proven ability to build and maintain client relationships.
- A proactive and results-driven approach to achieving sales goals.
- Fluency in English, proficiency in Japanese

Company Description

We are the No. 1 supplier into most of the major foreign headquartered Companies across Tokyo and have an office of over 250 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.