

MichaelPage

www.michaelpage.co.jp

Sales Director - Food Ingredients

Sales Director - Food Ingredients

Job Information

Recruiter

Michael Page

Job ID

1553977

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ 17 million yen

Refreshed

August 5th, 2025 16:23

General Requirements

Career Level

Executive

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Sales Director will lead and oversee sales strategies within the Food Ingredients sector, ensuring the achievement of business objectives in Japan. This role requires a results-oriented professional with a strong grasp of sales management and market development.

Client Details

This organization is a medium-sized leader in the Food Ingredients industry, recognized for its innovative solutions and commitment to excellence. With a strong presence Globally, the company focuses on delivering high-quality products and services to its clients.

Description

- Develop and implement comprehensive sales strategies to achieve revenue targets.
- Build and maintain strong relationships with key clients and stakeholders.
- Identify new market opportunities and lead business development initiatives.
- Creating market presence in Japan.
- Collaborate with internal departments to align sales strategies with overall business goals.
- Prepare and present sales forecasts, reports, and analysis to senior management.

- Ensure compliance with industry regulations and company policies in all sales activities.
- Represent the company at industry events, trade shows, and client meetings.

Job Offer

- Competitive salary package in the range of JPY 13,500,000 to JPY 16,500,000 annually.
- Comprehensive healthcare and benefits package.
- Opportunities for career growth and professional development.
- A permanent role with a stable, medium-sized global organization.
- A chance to develop and lead a team in the Food Ingredient Sector.

If you are an experienced Sales Director seeking an exciting opportunity in Japan, 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 Sales Director should have:

- A strong background in sales management within the Food Ingredients sector.
- Proven experience in developing and executing successful sales strategies.
- Excellent leadership and team management skills.
- A deep understanding of market trends and customer needs.
- Strong communication and negotiation abilities.
- A bachelor's degree in business, marketing, or a related field.
- Fluency in English and Japanese to support client interactions in Japan.

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.