



## Account Executive (法人営業) 既存営業がメインです

### Global No.1 Chocolate Manufacturer

#### Job Information

**Hiring Company**

Barry Callebaut Japan Ltd.

**Job ID**

1555186

**Industry**

Food and Beverage

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shinagawa-ku

**Salary**

5 million yen ~ 7 million yen

**Work Hours**

9 : 00～18 : 00 (休憩1時間)

**Holidays**

完全週休二日制 (土日祝)

**Refreshed**

January 9th, 2026 05:00

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

#### Job Description

At Barry Callebaut, we are on a journey to transform the cocoa and chocolate industry. As the world's leading manufacturer of high-quality chocolate and cocoa products, our actions truly shape the future of our industry. We are a business-to-business company, serving the entire food sector, from the cocoa bean to the finest chocolate product. We are a company with a purpose, we believe in doing well by doing good and reinvesting in the communities we operate. We have a long-standing commitment to sustainability and our goal is to shape a sustainable cocoa and chocolate future. We are headquartered in Zurich, and have more than 12,000 passionate Employees working in more than 40 countries

worldwide. We are very proud of who we are and what we do. And of course, we are always looking for talented people to help us have a positive impact on our industry and beyond!

#### About the role

- Expand business through end-user engagement for premium gourmet products sold in Japan. This position involves building strong relationships with customers and ensuring that the company's service to customers and consumers surpasses expectations regarding visit frequency, product quality, and range.
- This role's primary objective will be to understand the unique needs and challenges of each end user and to develop and execute plans via distributors or companies that meet their requirements while maximizing revenue opportunities for the company via cross-selling and upselling. You will serve as the main point of contact between the customer and our organization, ensuring their expectations are met and exceeded at every touch point.

#### Key responsibilities include

- Ensure and maintain business relationships with direct & indirect customers, to have ownership of these accounts.
- Coordinate with Marketing to lead sales and address customer needs including product development, demo/training service, complaints, etc.
- Follow up on any request from customers to coordinate a proper price for a commercial contract.
- Recommend new products or adjust old products to meet market/customer demands and expectations.
- Collaborate with the Sales & Marketing teams to develop and execute sales plans and focus on increased sales and profitability for priority segments.
- Managing volume and profit progress for budget
- Identify business opportunities to enhance distribution in both existing and new areas, optimizing sales and product exposure while monitoring competitor activities
- Frequently communicates with main distributors and their sales
- Regularly communicates with 2nd distributors and their sales.
- Regular accompaniment with distributors' sales for an in-depth understanding of the business to capture KA
- Work closely with Marketing, Chocolate Academy, Customer Services, Product Development (R&D) and other departments.
- Manage and resolve customer complaints timely and satisfactorily, minimizing risk to the Company.
- Ensuring price changes as well as "Special Pricing" are adjusted on all handhelds.
- Exercise control over trade spending and promotional programs to meet targets
- Manage internal operations related to the system, merchandising calendars, and distribution
- Keep abreast of critical market trends, competition, and customer movement.

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#### Required Skills

#### About you

- At least 3+ years of proven sales experience in food ingredients distribution or food service with proven ability to manage distributors
- Knowledge of the Chocolate/Gourmet ingredient industry is a plus
- Strong communication skills (oral and written).
- Capability to involve the team to move projects forward.
- Decision-making and interpersonal skills with an ability to influence
- Commercially astute with strong business sense and excellent problem-solving / analytical skills
- Be advanced use of MS Office (Excel, Word, and PowerPoint).
- Excellent language skills: Fluent in Japanese - Proficiency in English required
- Hypothesis building/verification skills

At Barry Callebaut, we are committed to Diversity & Inclusion. United by our strong values, we thrive on the diversity of who we are, where we come from, what we've experienced and how we think. We are committed to nurturing an inclusive environment where people can truly be themselves, grow to their full potential and feel they belong. **#oneBC - Diverse People, Sustainable Growth**

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