



Japan Sales Representative

Job Information

Hiring Company

Viscofan

Job ID

1556350

Division

Commercial

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Salary

Negotiable, based on experience

Refreshed

November 14th, 2025 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

POSITION: Japan Sales Representative

DEPARTMENT: Commercial

REPORTING TO: Country Manager

This is a hands-on commercial role for someone ready to open doors, start from scratch and grow the business in Japan. We are not looking for a relationship manager. We are looking for someone with drive, energy and hunger to build. The ideal candidate is ambitious, autonomous, and eager to make an impact in a global company. This is a unique opportunity to take ownership of a key market and grow within an international, fast-paced, and entrepreneurial environment.

MAIN RESPONSIBILITIES:

- Take full ownership of the Japanese market and develop new business opportunities from the ground up.
- Build and manage B2B relationships with customers, mainly in the meat products sector, especially sausage producers.
- Be on the road, meeting clients, opening new accounts, and presenting new solutions.

- Lead commercial negotiations with clients, manage product samples, and resolve claims in collaboration with other departments.
- Conduct market analysis to identify trends and growth opportunities in the sector.
- Work closely with Technical Service, Customer Service, Supply Chain, and other departments to ensure customer satisfaction and adherence to company standards.
- Represent the company at local and international trade fairs, industry events, and seminars.
- Oversee the complete sales cycle: orders, shipments, inventory, payments, and logistics coordination.

WHAT WE OFFER:

- The chance to build a key market with strong support.
- A high degree of freedom, responsibility and impact.
- Exposure to a global business and long career path.

MOBILITY & CONDITIONS:

- Work mode: Remote work (home office, Japan-based).
- Frequent travel: The role involves spending most of the time visiting customers and developing the market in Japan.
- Growth Opportunity: Genuine professional development in a multinational company focused on expanding in international markets.

Required Skills**WHAT WE ARE LOOKING FOR:**

- 3-5 years of B2B commercial experience, ideally in meat products, food, or FMCG in Japan.
- A builder, not a maintainer - someone who loves the idea of growing something from scratch.
- High autonomy with strong personal accountability and sense of initiative.
- A team player able to thrive in a multicultural context and a remote setup.
- Must be comfortable traveling frequently, mostly within Japan.

SKILLS & ATTITUDE:

- Strong commercial instinct and hunter mindset.
- Self-driven, goal-oriented, and comfortable with uncertainty.
- Excellent negotiation and communication skills.
- Highly organized and able to manage your own agenda in a remote role.
- Strong results orientation and customer focus.
- Adaptability to different cultures and working environments.
- Strategic thinking and ability to identify market opportunities.
- Proactive approach to problem-solving and customer service.
- Commitment to continuous learning in the agri-food and other industries.

EDUCATION AND LANGUAGES:

- A university degree is preferred, but not mandatory if compensated by relevant and proven commercial experience.
- Native or fluent Japanese.
- Business-level English (spoken and written).

Company Description