



Account Manager Japan

ジボダンジャパン株式会社での募集です。 法人営業（その他）のご経験のある方は歓迎...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

ジボダンジャパン株式会社

Job ID

1561927

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

7 million yen ~ 11 million yen

Work Hours

09:00 ~ 17:15

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 夏季休暇 ...

Refreshed

November 13th, 2025 18:00

General Requirements

Career Level

Mid Career

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

【求人No NJB2332496】

The account Manager Japan will focus on driving growth for Givaudan by actively seeking new business opportunities and managing designated accounts. This role will involve cultivating customer relationships monitoring market activity and ensuring the successful transition of projects from scale up to production.

Your responsibilities will be as follows:

- Drive Business Growth: Actively pursue new business opportunities within designated accounts /markets to enhance Givaudan's market presence and revenue.
- Cultivate Customer Relationships: Build and maintain strong relationships with customers ensuring their needs are understood and met.
- Market Monitoring: Keep a close eye on customer and competitor activities maintaining up to date customer information to inform strategic decisions.
- Account Planning: Develop and track Account Plans for key accounts ensuring alignment with business development goals.
- Presentations: Create and deliver impactful internal and customer presentations to communicate Givaudan's value proposition effectively.
- Opportunity Identification: Identify and create opportunities for Givaudan to participate in targeted briefs and projects that align with strategic objectives.

In this role you will report to the Head of Japan Fragrance Beauty Givaudan.

■主な業務内容

- ・顧客とマーケットに深く入り込み、新しいビジネスチャンスを発見
- ・パートナーとして信頼される関係を築き、顧客の夢やビジョンを形にする
- ・市場や競合動向を鋭く分析し、戦略の方向性を導く
- ・魅力的なアカウントプランを策定し、実行までリード
- ・社内外で響くプレゼンテーションを創り、Givaudanの価値を最大限に伝える
- ・戦略目標に合った案件・プロジェクトの機会をつかみ取る

Required Skills

Your Profile:

Passionate about fragrances

Education: Graduate/post graduate with 5 10 years' experience in Fragrance OR FMCG OR Chemical industry. Prior

Commercial and Business Development experience advantageous

Determined entrepreneurial with the mindset of continuous learning.

Good written and verbal communication skills in English

Strong interpersonal skills with the ability to work independently as well as part of a team

Strong analytical skills having a multidimensional problem solving approach.

Result Oriented with a strong drive to achieve targets

■応募資格：

○経験

必須：5・10年程度の営業経験（Fragrance、FMCG、化学業界のいずれか）

歓迎：Business Development 経験者

○技術・資格等

- ・PCスキル：MSオフィス（エクセル、ワード、パワーポイント）
- ・英語ビジネスレベル

○求める人材

- ・コミュニケーション能力
- ・香りへの高い情熱
- ・チームワークと自主性を兼ね備えた方
- ・多角的な視点で課題を分析し、結果を出せる方
- ・成果にこだわり、目標達成に向けて努力できる方

Company Description

香料の製造・開発および販売