



Sales Account Manager

センシエント・テクノロジーズ・ジャパン株式会社での募集です。 法人営業（消費財...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

センシエント・テクノロジーズ・ジャパン株式会社

Job ID

1563727

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 9 million yen

Work Hours

09:00 ~ 17:30

Holidays

【有給休暇】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 年末年始

Refreshed

October 30th, 2025 16:05

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 NJB2336272】

Job Summary:

Reporting to Sales Manager the Sales Account Manager will be an intricate part of our commercial team. You will be responsible for developing and delivering new sales opportunities for Sensient Technologies. You will also manage existing business with our food accounts throughout the assigned territory and you will be accountable for the development and execution of sales plans annual goals and initiatives in support of the Division's strategy and objectives.

As a Sales account manager at Sensient you are required to have on site customer interaction to engage and partner with key customer decision makers to develop and deliver our ingredient solutions to them.

職務概要:

営業部長の直属として、営業アカウントマネージャーは当社の営業チームの中核を担います。センシエント・テクノロジーズの新規販売機会の開拓と実現を担当します。また、担当地域内の食品関連顧客との既存取引を管理し、事業部門の戦略と目標を支援する販売計画、年間目標、施策の策定と実行に責任を負います。
センシエントの営業アカウントマネージャーとして、主要顧客の意思決定者と直接対話し連携し、当社の原料ソリューションを開発・提供するために、現場での顧客対応が求められます。

What you will do:

You will be responsible for achieving the sales target in your region by developing and actioning on the business plan for the targeted food segments. To do this efficiently you are results driven and will use inhouse and external market intelligence through customer visits and activities

We run our Trains on Time · You will play a critical role in optimizing our customer service. To achieve that you are able to analyse sales data and stock situation to ensure product availability to customers

You enjoy good team work because you are going to work closely with Sensient's Technical Marketing Customer Service and Operations teams to achieve the organisation goals

Required Skills

What you will bring:

Ideally a BSc in Food Science or Management Marketing Sales Nutrition or relevant work experience to substitute the degree
Around 5 7 years of successful B2B sales experience

You are a great communicator and can show us how you successfully set and negotiate product and sales terms

Because you will be responsible for your own customer accounts you have good project management skills

Customer needs and experience are essential for Sensient. This requires a solid understanding of the market situation in your region

English language skills are highly desirable

食品科学、経営学、マーケティング、営業、栄養学の学士号（BSc）が理想的。学位に代わる関連職務経験も可
B2B営業における5～7年程度の成功実績

優れたコミュニケーション能力を有し、製品条件・販売条件の設定・交渉実績を提示できること

担当顧客アカウントの責任者として、プロジェクト管理スキルを有すること

顧客ニーズと体験を重視する当社において、担当地域の市場状況を深く理解していること

英語能力は強く望ましい

Company Description

食品・製菓・トイレタリー用品業界向け香料・色素フレグランスの開発と製造