



Sales Supervisor – Personal Care & Technical Applications

Drive growth in HPC and specialty market

Job Information

Hiring Company

Rettenmaier Japan Co., Ltd.

Job ID

1566629

Division

Home&Personal care

Industry

Chemical, Raw Materials

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

December 22nd, 2025 00:00

General Requirements

Minimum Experience Level

Over 1 year

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

«Job Description & Position Highlights»

- Responsible for direct sales operations including annual sales planning for the Japanese market, executing sales

strategies, and customer visits

- The rewarding opportunity to deepen product knowledge while negotiating with domestic and international customers to contribute to business expansion
- The appeal of developing skills through collaboration with the global headquarters and working in a multicultural environment
- Features a comfortable working environment and benefits such as a free-address system, generous vacation time, and commuting allowances

【Job Responsibilities】

■MAIN ACCOUNTABILITIES&ACTIVITIES :

- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for Japan; projecting expected sales volume and profit for existing and new products.
- Implements national sales programs by developing field sales action plans (Pipelines).
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Makes direct sales calls, "Customers", not distributors or agents, by him/herself.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes national sales operational requirements by scheduling and assigning an employee; following up on work results.
- Is eager to learn JRS products, hydrocolloids, fibres and cellulose.
- Maintains professional and technical knowledge by communicating with head office in Germany.
- Contributes to team effort by accomplishing related results as needed.
- Communicates/negotiates with existing customers as well as new potential customers frequently.

■Line Manager :

Manager, HPC Manger + Technical Application Manager

【Employment Type】

Permanent employee

【Working Hours】

In accordance with company regulations

【Work Location】

Rettenmaier Japan Tokyo office, Japan

*Free-address

【Holidays & Leave】

- summer vacation (2days)
- birthday (1day)
- annual leave (20days max)

【Benefits & Welfare】

- Commutation allowance : Paid by company (JPY35,000 as limitation/month)
- Insurance : Yes

Required Skills

REQUIREMENTS

- Excellent interpersonal and relationship building skills
- Multicultural mind
- Personal care industry (B2B) experience is strongly preferable
- English skills
- Loyalty to company
- Self-motivated, pro-active, challengeable
- Computer skills
- Travel flexibility both domestic and international
- Technical background is required

Company Description