



## 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**

February 9th, 2026 03:00

#### 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 limitiation/month)
- Insurance : Yes

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#### Required Skills

#### **REQUIREMENTS**

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

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