



Sales Supervisor, Food Ingredients Business Unit

Job Information

Hiring Company

Rettenmaier Japan Co., Ltd.

Job ID

1566630

Division

Food Ingredients Business Unit

Industry

Chemical, Raw Materials

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

Negotiable, based on experience

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

February 23rd, 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 sales planning and direct sales operations for the domestic food ingredients business in Japan
- A rewarding role where you can directly contribute to sales growth and business expansion through customer negotiations and market analysis
- An environment where you can execute tasks while honing product knowledge and technical skills in collaboration

with the global headquarters

- Attractive benefits include a flexible work environment with a free-address system, commuting allowances, and a vacation system

[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 :

Director, Food Ingredients BU

[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
- Insurance : Yes

Required Skills

REQUIREMENTS

- Excellent interpersonal and relationship building skills
- Multicultural mind
- Food 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 preferable

Company Description