



## 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
- Loyalty to company
- Self-motivated, pro-active, challengeable
- Computer skills
- Travel flexibility both domestic and international
- Technical background is preferable

## Company Description