



PR/119160 | Japanese Speaking Oversea Sales (FMCG)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1580428

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 12:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities:

- Identify and secure new growth opportunities across SEAs regional, focusing on distributors, agents, and professional retail.
- Execute end-to-end proposal sales, from initial product introduction to full-scale implementation support.
- Lead comprehensive research on local market trends, competitor pricing, and optimal distribution frameworks.
- Cultivate deep, trust-based partnerships with salon owners and industry stylists to ensure long-term brand loyalty.
- Act as the vital link between Japan HQ and local operations, aligning on pricing, product strategy, and brand vision.
- Design and refine sales models and organizational structures to support early-stage overseas growth.

Requirements:

- Bachelor in a related field.
- Proven background in the beauty products or FMCG sector.
- Demonstrated success in international sales or business development within Southeast Asia.
- A builder at heart who excels in creating processes where none exist and thrives in "startup-style" environments.
- Ability to form data-driven hypotheses, take initiative, and bridge cultural gaps between Japanese HQ and local teams.

- A strong commitment to hitting numerical targets while navigating high-uncertainty markets.
- High proficiency in using Japanese (N2 or above) and English is preferred.

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Company Description