



## 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**

April 14th, 2026 04:00

### 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.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description