INNOBIS
イノービス株式会社

Sales and Business Development

PPE Apparel | B2B Sales | Global Company

Job Information

Hiring Company
Innobis

Job ID
1597990

Division
Sales/Business development

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 10 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Work Hours
9:00~17:00 (may vary according to client needs)

Holidays
In accordance with company regulations

Refreshed
October 29th, 2026 09:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Responsible for corporate sales and business development of materials and finished products for protective clothing

and PPE
- An environment where you can drive the entire process—from acquiring new customers to expanding market share—in the global market
- A role where you can propose optimal products tailored to customer challenges and contribute to the growth of the industry
- A position that allows you to engage in international business within a flexible work environment that adapts to market needs

【Job Responsibilities】
We are seeking an experienced sales professional to drive business development for protective garments and apparel solutions — spanning both material inputs for garment manufacturing and a portfolio of finished protective clothing.
The ideal candidate combines deep industry knowledge of protective apparel with strong commercial capabilities, helping customers identify the most appropriate solution for their performance, regulatory, and supply chain requirements.

< Key responsibilities >
1 . Business development

- Develop new opportunities with garment manufacturers, converters, distributors, and end users
- Expand brand presence in protective apparel, disposable garments, and technical clothing markets

2 . Portofolio Sales

- Promote and sell the branded materials used in the production of protective garments;
- Develop sales of protective garments portfolio;
- Work with customers to determine the most appropriate solution based on performance, supply chain, and regulatory considerations

3 . Technical support

- Advise customers on material selection and garment performance requirements;
- Support discussions regarding fabric performance, barrier properties, and garment manufacture;
- Assist customers with product trials and garment evaluations

4 . Market development

- Monitor market trends in protective clothing, disposable garments, and technical textiles;
- Identify new applications and growth opportunities for garment products;
- Provide market insights to internal product and development teams;

5 . Customer engagement

- Build relationships with garment manufacturers, distributors, and procurement teams;
- Deliver product presentations and technical information related to garment performance and material properties;
- Support customers during product evaluation and onboarding processes;

< Success Profile >
The successful candidate will be able to combine industry knowledge of protective garments with strong commercial execution, enabling the branded product as the preferred protective garment solutions for customers across multiple industries

< Reports To >
SBU Job Level

< Company overview >
Kingwill Advanced Materials is a global innovator in high-performance polymer and flash-spun material technologies, providing advanced material solutions across industrial protection, healthcare, technical textiles, semiconductor, packaging, and sustainable applications.
Driven by innovation and scalable manufacturing capabilities, we deliver application-oriented B2B solutions to customers worldwide through industrial and distribution networks.

【Employment Type】
Permanent employee

【Salary】
7 Million ~ 10 Million Yen

【Working Hours】
9:00~17:00 (may vary according to client needs)

【Work Location】
Flexible with market needs globally;

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【Requirements】

- Minimum 5+ years experience in sales or business development related to:
  -protective garments
  -disposable apparel
  -PPE products
  -technical textiles or nonwoven materials
- Experience working with garment manufacturers, distributors, or PPE brands;
- Understanding of materials used in protective clothing, including nonwoven materials, laminates, or technical fabrics;
- Strong commercial and relationship-building skills;
- Able to communicate in basic English; French/German/Spanish would be plus;

【Preferred Requirements】

- Experience selling finished protective garments or PPE products;
- Knowledge of protective clothing standards and performance requirements;
- Experience in technical textile or nonwoven materials markets;
- Technical background in textiles, materials science, or polymer engineering;

Company Description