INNOBIS
イノービス株式会社

Sales and Business Development (Graphics & Industrial)

Printing & Packaging | B2B | Global Team

Job Information

Hiring Company
Innobis

Job ID
1597991

Division
Sales/Business development - Graphics, Printing & Industrial Packaging Segment

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
November 26th, 2026 08:00

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 sales and business development of high-performance materials for the printing and packaging

industries
- Leverage your knowledge of printing technology to provide optimal solutions tailored to customer challenges
- Engage in a wide range of activities, from new business development to market expansion, and experience the satisfaction of driving business growth
- Work in an environment where you can thrive at a global company while collaborating with international customers and partners

【Job Responsibilities】
We are seeking an experienced Sales professional with a background in printing and flexible materials to drive growth in the Graphics, Printing & Industrial Packaging segment. This role focuses on developing business opportunities with printers, converters, and packaging manufacturers that require high-performance materials for flexographic, gravure, and digital printing applications. The ideal candidate combines deep printing industry expertise with strong commercial skills, helping customers understand how our materials can be effectively applied in their processes. Experience in industrial packaging is an additional advantage.

< Key responsibilities >
1．Business development

- Identify and develop new business opportunities with printing houses, packaging converters, and industrial printers
- Build and maintain relationships with technical and commercial teams at customer organizations
- Support distributors and channel partners across the assigned region

2．Technical Sales Support

- Provide guidance on the printing compatibility and performance characteristics of our materials
- Support customers with printability requirements across flexographic, gravure, and digital printing processes
- Work with customers on material selection for printed packaging, membranes, and industrial graphic applications

3．Market Development

- Identify growth opportunities in printed flexible packaging and industrial graphics segments
- Monitor market trends and competitive dynamics in printing materials and technical substrates
- Relay market feedback and printing performance insights to internal product and development teams

4．Customer Support

- Assist customers with technical questions related to printing and packaging performance
- Coordinate and support material trials and evaluation processes in customer printing and packaging environments
- Participate in customer meetings, technical presentations, and product demonstrations

< 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】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【Requirements】

- Minimum 5+ years of experience in the printing industry, preferably in flexible packaging printing, industrial printing, or flexographic / gravure printing
- Experience working with printing houses, packaging converters, or industrial graphics customers
- Good understanding of printing processes, material-press interactions, and substrate performance requirements
- Strong communication, presentation, and relationship-building skills
- Able to communicate in basic English; proficiency in French, German, or Spanish is a plus

【Preferred Requirements】

- Experience in flexible packaging materials or technical substrates (films, laminates, nonwovens)
- Knowledge of printing on technical substrates including films and specialty materials

- Background in sales or technical sales within the printing or packaging industry

【Soft Skills】

- Sound understanding of both the technical aspects of printing processes and the commercial dynamics of the industry
- Ability to position materials as a reliable and differentiated solution for printed and packaging applications
- Collaborative mindset with the ability to work effectively across internal and external teams

Company Description