



Merchant, Beverage Ingredients

[Global Sourcing](#) | [Food Trading](#) | [B2B Sales](#)

Job Information

Hiring Company

[Cargill Japan LLC.](#)

Job ID

1607664

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

5 million yen ~ 9 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Work Hours

9:30am - 5:30pm JST

Holidays

In accordance with company regulations

Refreshed

August 26th, 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»

- Sales role focused on sourcing and proposing raw materials—such as fruit juice, tea leaves, and coffee—for the beverage industry
- Drive business growth and revenue expansion by developing new customers, products, and suppliers
- Acquire a broad range of specialized knowledge, including supply chain management, quality control, and risk

management in the food industry

- Build relationships with customers and suppliers at a global company and exercise your negotiation skills with autonomy

【Job Responsibilities】

Provide solutions and products to customers in beverage industry and contribute to the Beverage Department to achieve the group's budget.

< Key Accountabilities >

- 1 . 60% Accountable for overall profitable growth for responsible products/accounts, meeting Cargill risk control requirements, under limited supervision and instruction of Department Manager and Director.
 - to source beverage ingredients (fruits juices, beverage additives, tea leaves, coffee products) that meet customers' requirements / specifications and supply them to the customers effectively to maximize profit of each transaction
 - to proceed with daily transaction with knowledge of beverage ingredients trade custom/product specifications, quality controls, food safety, customers' requirements of delivery & sample approval procedure.
 - to create new business (with new items, new customers, new suppliers) and contribute to the group's profitable growth.
 - accountable for executing PDCA cycle for responsible products/accounts
 - to manage good relationship among customers / suppliers / vendors.
 - to manage contract positions, shipment and inventories on a day-to-day basis with good understanding of Cargill rules and close communication with customers and suppliers
 - to monitor credit positions, contract/inventory positions, forex positions & food safety to avoid/mitigate risks, and report to Group Manager and all concerned depts.
 - to handle claims from customers and settle them to mitigate losses
 - to work with Operations staff, and give them necessary supervision from sales side.
- 2 . 30% Accountable for developing business plan incorporating sales forecast, outlook, targeted sales volumes, prices, revenue, & profitability, and delivering on targets and budgets set in the plan for responsible products/accounts, under supervision and instruction of Department Manager and Director.
- 3 . 10% Accountable for making sure suppliers fully comply with Cargill's food safety policies/guidelines.

【Employment Type】

Salaried Full Time

【Salary】

5 Million ~ 9 Million JPY + Bonus

【Working Hours】

9:30am - 5:30pm JST

【Work Location】

Tokyo, Japan

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills

【Minimum Qualifications】

- Presentation, marketing and negotiation techniques that focus on long-term "win-win" outcomes with customers
- Advanced knowledge of food industry practices (such as risk management / products / trade flow / regulations / food safety).
- Effective CRM(client relationship management) skills
- Handling difficult/angry customers, managing priorities, seeking win-win situation with customers.
- Review financial statements such as P/L, B/S, IC, cash flow.

【Preferred Qualifications (Plus)】

- Negotiation Skill in English
- Advanced accounting knowledge

Company Description