



Account Manager - Beauty Japan

Sustainable Beauty × B2B Sales

Job Information

Hiring Company

Cargill Japan LLC.

Job ID

1607666

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 11 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

September 16th, 2026 12:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Sales role focused on proposing plant-based and sustainable ingredients for cosmetics and personal care
- Drive the growth of our domestic business by building relationships with strategic customers and developing new products
- Share insights from the Japanese market with APAC and global teams, and hone your sales skills in an international

environment

- Work with autonomy at a foreign-owned company, utilizing English and collaborating with stakeholders both domestically and internationally

【Job Responsibilities】

The Sales Representative II will lead commercial activities for Cargill's Bioindustrial Beauty & Personal Care business in Japan, focusing on bio-based, plant-derived and sustainable ingredient solutions for cosmetic and personal care applications.

In this role, you will develop and strengthen relationships with strategic customers, identify growth opportunities across existing and new product portfolios, manage distributor partnerships, and provide local market insights to regional and global teams.

As a key commercial representative for the Japan market, you will act as a bridge between customers, local stakeholders and the APAC Beauty organization to help accelerate business growth and strengthen Cargill's presence in Japan's highly sophisticated beauty and personal care industry.

< Key Accountabilities >

- Development and delivery of sales proposals and conducting detailed presentations for effective product demonstration.
- Build a business plan for each account developing strong client relationships.
- Plan daily activities, including customer visits and establish quantitative and qualitative objectives to achieve.
- Follow market and competition evolution, relaying information to senior staff.
- Independently solve moderately complex issues with minimal supervision, while escalating more complex issues to appropriate staff.
- Other duties as assigned

【Employment Type】

Salaried Full Time

【Salary】

5.7 Million ~ 11 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】

- Bachelor's degree
- Minimum 3 years of experience in sales, account management, business development or technical sales.
- Experience in Beauty, Personal Care, Cosmetic Ingredients, Specialty Chemicals or related industries.
- Experience managing B2B customer relationships.
- Strong communication and stakeholder management skills.
- Native-level Japanese and business-level English communication skills

【Preferred Qualifications (Plus)】

- Experience selling ingredients, raw materials or functional solutions to cosmetic and personal care manufacturers.
- Experience managing strategic accounts within multinational business environments.
- Knowledge of bio-based, natural, plant-derived or sustainable ingredient solutions.
- Experience collaborating with regional and global stakeholders in a matrix organization.

Company Description