

PR/097646 | Sales Executive (Junior)-Japanese Speaker

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1612891

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 19:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is an established Japanese food manufacturing company with a strong presence in the food service industry. With a reputation for quality products and continuous innovation, the company partners closely with distributors, bakeries, cafés, restaurants, and food service operators across Singapore.

JOB RESPONSIBILITIES

The Sales Executive will be responsible for driving new business development and expanding customer relationships across the bakery, café, restaurant, and food service sectors. This is a highly client-facing role that involves proactively identifying sales opportunities, conducting customer visits, and promoting the company's food products through consultative selling.

The successful candidate will work closely with distributor partners and internal stakeholders to develop new accounts, increase product adoption, and support sales growth initiatives. This role is suitable for individuals who enjoy meeting people,

building relationships, and developing a career in business development and sales.

As this position focuses heavily on customer acquisition, candidates should possess a resilient attitude, strong communication skills, and the determination to consistently pursue new business opportunities.

Business Development

- Identify and acquire new customers within bakeries, cafés, restaurants, catering companies, and food service establishments.
- Conduct cold calling, prospecting, networking, and client visits to generate new business opportunities.
- Build and maintain strong relationships with prospective and existing customers.
- Develop strategies to expand market penetration and increase sales revenue.

Sales & Customer Engagement

- Understand customer requirements and recommend suitable product solutions.
- Conduct product presentations, sampling activities, and menu proposal discussions.
- Follow up on sales enquiries and convert opportunities into long-term business partnerships.
- Deliver excellent customer service and relationship management.

Distributor Collaboration

- Work closely with distributor sales representatives on joint customer visits.
- Support distributor-led sales initiatives and product promotions.
- Assist in improving product visibility and market coverage through distributor networks.

Marketing & Promotional Activities

- Support exhibitions, trade shows, product demonstrations, workshops, and promotional events.
- Participate in product sampling and customer engagement activities.
- Assist in increasing brand awareness and product exposure within the market.

Market Intelligence & Reporting

- Gather customer feedback and market information.
- Monitor competitor activities, industry developments, and emerging trends.
- Maintain accurate records of customer interactions and sales activities.
- Submit regular reports on customer visits and business development progress.

JOB REQUIREMENTS

- Fresh graduates are welcome to apply.
- Candidates from F&B, hospitality, restaurant operations, retail sales, customer service, recruitment, or other customer-facing industries are encouraged to apply.
- Strong communication and interpersonal skills.
- Comfortable approaching new customers and building relationships.
- Positive, proactive, and self-motivated attitude.
- Able to work independently and manage multiple priorities.
- Passion for sales, business development, and customer engagement.
- Interest in the food service industry will be an advantage.

- Japanese language is better to have to communicate with Japanese clients.

  I regret to inform that only shortlisted candidates will be contacted by JAC consultants, thank you for your understanding.

  JAC Recruitment Pte. Ltd.

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Company Description