



PR/090164 | Head of Sales (Executive)

Job Information

Recruiter

JAC Recruitment Korea

Job ID

1618519

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Korea, South

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:21

General Requirements

Minimum Experience Level

Over 10 years

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

Sales Director / Head of Sales (Executive Level)

Responsibilities

- Formulating and executing sales strategies for global cosmetics brands.
- Discovering new overseas clients and expanding business opportunities.
- Managing and strengthening relationships with existing global key accounts.
- Establishing and managing goals for revenue, profitability, and new business development.
- Overseeing sales organization operations and performance management.
- Leading the sales team and fostering talent development.
- Collaborating with Marketing, R&D, Production, and Operations departments to address client needs.

- Participating in overseas exhibitions and expanding the global network.
- Managing sales forecasting and the sales pipeline.

Requirements

- **Minimum 15 years of sales experience in the cosmetics OEM/ODM** or cosmetics manufacturing industry.
- Proven experience in overseas sales and handling global clients.
- Fluent Korean and Proficiency in business English.
- Experience in organizational management and team leadership.
- Experience in new client acquisition and business development.
- No disqualifying factors for domestic or international travel.

Preferred Qualifications

- Experience in sales targeting global cosmetics brands.
- An established network within the OEM/ODM industry.
- Sales experience in global markets such as North America, Europe, and Japan.
- Understanding of export/customs clearance procedures and country-specific cosmetics regulations.
- Prior experience as a Sales Executive or Head of Sales in the cosmetics industry.
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Company Description