

Sales Manager, Food Service

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global FMCG Food Company

Job ID
1618971

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ Negotiable, based on experience

Refreshed
November 5th, 2026 00:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Main Responsibilities
-Drive sales growth and support the introduction of new products and solutions within the Japanese food service market.
-Identify new business opportunities by analyzing market trends, customer needs, and competitor activity.
-Develop and strengthen relationships with distributors, wholesalers, and end customers, including restaurants, bakeries, hotels, cafes, and food manufacturers.
-Manage and develop distributor partners to improve sales execution, expand end-user coverage, and generate new business.
-Work closely with customers on product development, menu applications, workshops, and collaborative commercial projects.
-Collaborate with internal Marketing and Supply Chain teams to support customer projects, product availability, and inventory management.
-Coordinate with regional and global stakeholders on new product launches and business development initiatives.
-Conduct regular customer visits and build strong relationships with key decision-makers and industry partners.
-Monitor sales performance and identify opportunities to increase revenue, volume, margin, and overall account penetration.
Key Performance Areas

-Sales, volume, and profitability growth across food service channels, including bakery, pastry, hotels, restaurants, cafes, and industrial customers.
-Growth of existing key accounts and successful development of new customers and business opportunities.
-Effective management and development of distributors and channel partners.
-Expansion of relationships with end users and key industry stakeholders.
-Successful execution of customer activation, product demonstrations, workshops, and collaborative development projects.

Employee Benefits:
#NAME?

Required Skills

Must Have

-Minimum 2 years of B2B solution-based sales experience within the food service industry, ideally involving bakery, pastry, or professional-use food products.
-Experience selling through and developing relationships with distributors, wholesalers, and food service end users, such as restaurants, hotels, bakeries, and other professional operators.
-Proven experience in distributor or channel partner management.
-Willingness to travel domestically as required, including occasional overnight business trips.
-Business-level English and experience working in an international or multicultural business environment.

Nice to Have

-Experience working directly with chefs, pastry professionals, bakers, or other food industry specialists.
-Previous exposure to retail sales or marketing.
-Experience supporting new product development, customer collaboration, or joint product initiatives.

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

?

We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.