



Food Service Sales Manager, Junior / Senior

Grow food-service sales in Japan

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Hiring Company

Confidential International Consumer Company

Job ID

1619181

Division

Consumer and Retail

Industry

Food and Beverage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 12 million yen

Salary Bonuses

Bonuses included in indicated salary.

Work Hours

Standard 8-hour workday; details provided at interview

Holidays

Weekends, public holidays and annual leave

Refreshed

October 27th, 2026 09:40

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level (Amount Used: English usage about 25%)

Minimum Japanese Level

Fluent Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

About the role

Join an international consumer goods company and lead growth with food-service customers across Japan.

Responsibilities

- Develop and execute account plans for food-service customers and distributors
- Build relationships with Japanese customers and channel partners
- Manage revenue, forecasts, pricing and promotional activity
- Identify new business opportunities and coordinate with marketing and supply teams
- Report market, customer and competitor developments

The company name is confidential and will be shared during the initial discussion.

Required Skills

Requirements

- 3 or more years of B2B sales experience in Japan
 - Experience with food service, FMCG, dairy, ingredients or related channels
 - Strong Japanese communication and negotiation skills
 - Business English is preferred
 - Proactive, commercially minded and comfortable managing multiple stakeholders
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Company Description