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
November 24th, 2026 07:00

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

Company Description