

Sales, Assistant Manager

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
世界最大の総合化学メーカー

Job ID
1621452

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 9 million yen

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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

Position Purpose
The Sales Assistant Manager is responsible for driving profitable and sustainable business growth in the personal care market in Japan by developing new business opportunities, strengthening strategic customer and distributor relationships, and managing assigned product portfolios.

The role works closely with Technical Service, Marketing, Product Management, R&D, Supply Chain Management, and regional/global teams to deliver tailored solutions to customer needs and achieve sales and innovation targets. Foster collaboration and accountability within the team by demonstrating winning behaviors.

Main Responsibilities
Customer & Key Account Management
Develop and execute account strategies for key customers and strengthen relationships with key stakeholders across customer organizations.

Build a deep understanding of customer strategies, needs, and challenges, and proactively develop tailored solutions that

create value for both customers and BASF.

Expand customer networks and identify opportunities to strengthen long-term partnerships.

Prepare and deliver effective product and business presentations to customers.

New Business Development
Identify, initiate, and develop new business opportunities within the personal care market, covering both existing portfolios and new product launches.

Build and manage a strong sales pipeline & Projects by connecting customer needs with BASF's products, technologies, and solutions.

Collaborate closely with Technical Service, Marketing, Product Management, R&D, and other cross-functional teams to develop new projects and accelerate commercialization.

Proactively identify market opportunities and convert them into profitable and sustainable business.

Sales & Business Management
Develop and execute sales strategies and action plans to achieve sales, profitability, and innovation targets.

Manage key sales activities, including sales forecasting, inventory management, customer visit reports, Project management, and NCM.

Monitor sales performance and business development activities and take appropriate actions to address gaps and opportunities.

Support commercial negotiations, including pricing and business conditions, to secure profitable business and sustainable growth.

Distributor Management
Build strong and mutually beneficial partnerships with distributors by aligning on business targets, priorities, and customer development activities.

Provide distributors with appropriate product, technical, and marketing information to support effective market development and product promotion.

Regularly review distributor performance and activities and provide constructive feedback to support continuous improvement.

Market & Competitive Intelligence
Monitor and analyze market trends, customer developments, technology applications, and competitive activities.

Benchmark competitors in areas such as market positioning, product performance, pricing, and product portfolios.

Translate market intelligence into actionable insights to support sales, portfolio, and business strategy.

Proactively share relevant market insights with stakeholders in Japan and regional/global teams.

Local Product Management
Act as the local product management representative for assigned portfolios in Japan.

Maintain close communication with regional Product Managers to understand regional and global priorities, supply and inventory conditions, raw material price trends, margin development, and pricing guidance, including rock-bottom pricing.

Support the development and execution of local portfolio, supply, and pricing strategies to improve business performance and profitability.

Regional & Global Collaboration
Act as a key interface between the Japan organization and regional/global teams by communicating local market insights, customer needs, business opportunities, and achievements.

Build and leverage a strong internal network across Sales, Marketing, Technical Service, R&D, Product Management, and Supply Chain Management to deliver maximum value to customers.

Contribute to cross-functional collaboration and demonstrate ownership and accountability in driving business results.

Employee Benefits:
Health Insurance：
Employees' Pension：
Employment Insurance：
Industrial Injury Insurance：

Required Skills

Qualifications & Experience
Education
Bachelor's degree or above. A degree in Chemistry, Biology, Business, Marketing, or a related field is preferred.

Professional Experience

Minimum 5 years of experience in sales, business development, or marketing, preferably in the personal care, cosmetics, specialty chemicals, or related industries.

Experience in the Japanese personal care/cosmetics market is strongly preferred.

Skills & Competencies
Proven ability to identify and develop new business opportunities and build a sustainable Sales Projects.

Strong customer relationship management, communication, presentation, and negotiation skills.

Strategic and analytical thinking with strong problem-solving capabilities.

Results-oriented mindset with a strong focus on achieving sales and profitability targets.

Ability to work effectively across functions and within an international organization.

Strong sense of ownership and ability to proactively drive projects and business opportunities.

Languages
Business-level Japanese and English communication skills.

Ability to communicate effectively with customers in Japan as well as regional and global stakeholders.

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。

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