

Sales representative

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Chemical Manufacturing Company

Job ID
1623650

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
5 million yen ~ 6.5 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

Manage and support Japanese OEM customer accounts throughout the full product lifecycle (launch to EOP and spare parts).
Serve as the primary customer interface and coordinate cross-functional teams globally.
Drive commercial activities including pricing, cost management, logistics, lead times, and contract negotiations.
Lead annual price negotiations and support spare parts business management.
Analyze profitability (CM, ROCE) and implement improvement initiatives.
Coordinate sample orders, forecasts, deliveries, and production planning.
Monitor customer satisfaction, market trends, and competitive activities.
Support AR/AP processes, receivables collection, and credit management.
Develop customer strategies and business plans through the IBP process.
Collaborate with Sales, Customer Service, PM, Finance, Manufacturing, and global stakeholders to achieve business targets.

Employee Benefits:
#NAME?

Required Skills

3+ years of experience in a corporate office is preferred (experience in the automotive industry, chemistry, and SAP is even better)
Operational skills for Office software (Excel, Power Point, Word、Teams)
Working experience and/or Knowledge of logistics and planning
English:　Ordinary conversation

Company Description

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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.

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