



## PR/118074 | Business Development Specialist (Japanese Speaking)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントイギリス

#### 求人ID

1545475

#### 業種

レストラン・フードサービス

#### 雇用形態

正社員

#### 勤務地

オランダ

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月24日 10:41

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Business Development Specialist – Food Industry

Food Company are seeking a highly motivated Business Development Specialist to drive sales across the EMEA region.

In this dynamic and fast-paced environment, this position will be responsible for developing new B2B channels, particularly wholesale clients and processing factories, as the company actively expands its global presence.

As we continue to grow, including potential M&A initiatives, this position will work closely with subsidiary CEOs and regional sales teams to collaboratively shape and execute the overall business strategy.

TYPE: Full-time role, initially 1 year contract (potential to become permanent)

WORKING HOURS: between 8:00-9:00 and between 16:30-17:30, Monday to Friday 40h/week

SALARY: €5,000 – 5,700 per month (depending on experience) +holiday allowance (8%)

LOCATION: near Schiphol, the Netherlands (10-30% travel component to EMEA region, depending on the new business)

Business Development Specialist RESPONSIBILITIES:

- Conduct targeted research to identify new potential clients, focusing on wholesale distributors and food processing factories across the EMEA region
- Proactively reach out to prospective clients, build strong relationships, and establish trust by providing high-quality solutions aligned with their needs
- Attend trade shows and exhibitions to connect with potential clients
- Develop customised sales strategies and proposals tailored to the needs of wholesale and processing companies in the seafood sector
- Manage and maintain a solid sales pipeline, ensuring consistent follow-up, tracking, and reporting on all activities and leads
- Collaborate with Japan HQ and other overseas branches and travel within the EU and Middle East as needed for business development and client meetings
- Track key performance metrics, such as client acquisition rates, revenue targets, and client feedback, and use these insights to refine strategies

Business Development Specialist IDEAL CANDIDATE:

- At least 3 years of sales experience in food industry within the European market
- Business-level proficiency in English is required
- Conversational Japanese skill is required (Or interest in working with Japanese members at small office)
- Willingness and ability to travel within the EMEA region for client meetings
- Valid work authorisation in the Netherlands
- Proficient in MS Office, Excel, Word

#LI-JACUK

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会社説明