

# Sales Supervisor - Personal Care & Technical Applications

Drive growth in HPC and specialty market

### 募集職種

### 採用企業名

レッテンマイヤージャパン株式会社

### 求人ID

1566629

### 部署名

Home&Personal care

### 業種

化学・素材

### 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

### 雇用形態

正社員

### 勤務地

東京都 23区

### 給与

経験考慮の上、応相談

### 勤務時間

In accordance with company regulations

### 休日・休暇

In accordance with company regulations

# 更新日

2025年12月01日 16:06

# 応募必要条件

### 職務経験

1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

ネイティブ

### 最終学歴

高等学校卒

# 現在のビザ

日本での就労許可が必要です

### 募集要項

### **≪Job Description & Position Highlights**>

• Responsible for direct sales operations including annual sales planning for the Japanese market, executing sales

- strategies, and customer visits
- The rewarding opportunity to deepen product knowledge while negotiating with domestic and international customers to contribute to business expansion
- The appeal of developing skills through collaboration with the global headquarters and working in a multicultural environment
- Features a comfortable working environment and benefits such as a free-address system, generous vacation time, and commuting allowances

# [Job Responsibilities]

### ■MAIN ACCOUNTABILITIES&ACTIVITIES:

- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for Japan; projecting expected sales
  volume and profit for existing and new products.
- Implements national sales programs by developing field sales action plans (Pipelines).
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Makes direct sales calls, "Customers", not distributors or agents, by him/herself.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes national sales operational requirements by scheduling and assigning an employee; following up on work results.
- Is eager to learn JRS products, hydrocolloids, fibres and cellulose.
- · Maintains professional and technical knowledge by communicating with head office in Germany.
- · Contributes to team effort by accomplishing related results as needed.
- · Communicates/negotiates with existing customers as well as new potential customers frequently.

#### ■Line Manager:

Manager, HPC Manger + Technical Application Manager

#### [Employment Type]

Permanent employee

#### [Working Hours]

In accordance with company regulations

#### [Work Location]

Rettenmaier Japan Tokyo office, Japan

\*Free-address

#### [Holidays & Leave]

- summer vacation (2days)
- birthday (1day)
- annual leave (20days max)

#### [Benefits & Welfare]

- Commutation allowance : Paid by company (JPY35,000 as limitiation/month)
- Insurance : Yes

# スキル・資格

# **REQUIREMENTS**

- Excellent interpersonal and relationship building skills
- Multicultural mind
- · Personal care industry (B2B) experience is strongly preferable
- · English skills
- · Royalty to company
- · Self-motivated, pro-active, challengeable
- Computer skills
- · Travel flexibility both domestic and international
- Technical background is required