



## 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

2026年03月02日 01:00

### 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 limitation/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
- Loyalty to company
- Self-motivated, pro-active, challengeable
- Computer skills
- Travel flexibility both domestic and international
- Technical background is required

#### 会社説明