



PR/119160 | Japanese Speaking Oversea Sales (FMCG)

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タイランド

求人ID

1580428

業種

小売

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年05月12日 04:00

応募必要条件

職務経験

6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

Key Responsibilities:

- Identify and secure new growth opportunities across SEAs regional, focusing on distributors, agents, and professional retail.
- Execute end-to-end proposal sales, from initial product introduction to full-scale implementation support.
- Lead comprehensive research on local market trends, competitor pricing, and optimal distribution frameworks.
- Cultivate deep, trust-based partnerships with salon owners and industry stylists to ensure long-term brand loyalty.
- Act as the vital link between Japan HQ and local operations, aligning on pricing, product strategy, and brand vision.
- Design and refine sales models and organizational structures to support early-stage overseas growth.

Requirements:

- Bachelor in a related field.
- Proven background in the beauty products or FMCG sector.
- Demonstrated success in international sales or business development within Southeast Asia.
- A builder at heart who excels in creating processes where none exist and thrives in "startup-style" environments.
- Ability to form data-driven hypotheses, take initiative, and bridge cultural gaps between Japanese HQ and local teams.

- A strong commitment to hitting numerical targets while navigating high-uncertainty markets.
- High proficiency in using Japanese (N2 or above) and English is preferred.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明