

Sales Manager, Food Service

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
Global FMCG Food Company

求人ID
1618971

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 経験考慮の上、応相談

更新日
2026年11月05日 00:00

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
大学卒： 学士号

現在のビザ
日本での就労許可が必要です

募集要項

Main Responsibilities
-Drive sales growth and support the introduction of new products and solutions within the Japanese food service market.
-Identify new business opportunities by analyzing market trends, customer needs, and competitor activity.
-Develop and strengthen relationships with distributors, wholesalers, and end customers, including restaurants, bakeries, hotels, cafes, and food manufacturers.
-Manage and develop distributor partners to improve sales execution, expand end-user coverage, and generate new business.
-Work closely with customers on product development, menu applications, workshops, and collaborative commercial projects.
-Collaborate with internal Marketing and Supply Chain teams to support customer projects, product availability, and inventory management.
-Coordinate with regional and global stakeholders on new product launches and business development initiatives.
-Conduct regular customer visits and build strong relationships with key decision-makers and industry partners.
-Monitor sales performance and identify opportunities to increase revenue, volume, margin, and overall account penetration.
Key Performance Areas

-Sales, volume, and profitability growth across food service channels, including bakery, pastry, hotels, restaurants, cafes, and industrial customers.
-Growth of existing key accounts and successful development of new customers and business opportunities.
-Effective management and development of distributors and channel partners.
-Expansion of relationships with end users and key industry stakeholders.
-Successful execution of customer activation, product demonstrations, workshops, and collaborative development projects.

Employee Benefits:
#NAME?

スキル・資格

Must Have

-Minimum 2 years of B2B solution-based sales experience within the food service industry, ideally involving bakery, pastry, or professional-use food products.
-Experience selling through and developing relationships with distributors, wholesalers, and food service end users, such as restaurants, hotels, bakeries, and other professional operators.
-Proven experience in distributor or channel partner management.
-Willingness to travel domestically as required, including occasional overnight business trips.
-Business-level English and experience working in an international or multicultural business environment.

Nice to Have

-Experience working directly with chefs, pastry professionals, bakers, or other food industry specialists.
-Previous exposure to retail sales or marketing.
-Experience supporting new product development, customer collaboration, or joint product initiatives.

会社説明

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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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