



Food Service Sales Manager, Junior / Senior

Grow food-service sales in Japan

募集職種

人材紹介会社

[Cornerstone Recruitment Japan 株式会社](#)

採用企業名

Confidential International Consumer Company

求人ID

1619181

部署名

Consumer and Retail

業種

食品・飲料

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 1200万円

ボーナス

給与：ボーナス込み

勤務時間

Standard 8-hour workday; details provided at interview

休日・休暇

Weekends, public holidays and annual leave

更新日

2026年10月27日 09:40

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 (英語使用比率: 25%程度)

日本語レベル

流暢レベル

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

About the role

Join an international consumer goods company and lead growth with food-service customers across Japan.

Responsibilities

- Develop and execute account plans for food-service customers and distributors
- Build relationships with Japanese customers and channel partners
- Manage revenue, forecasts, pricing and promotional activity
- Identify new business opportunities and coordinate with marketing and supply teams
- Report market, customer and competitor developments

The company name is confidential and will be shared during the initial discussion.

スキル・資格

Requirements

- 3 or more years of B2B sales experience in Japan
 - Experience with food service, FMCG, dairy, ingredients or related channels
 - Strong Japanese communication and negotiation skills
 - Business English is preferred
 - Proactive, commercially minded and comfortable managing multiple stakeholders
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会社説明