

Internal English (US)

We are looking for a **highly motivated Technical Sales Manager** to drive business growth and strengthen our presence in **Japan / Tokyo**. In this critical role, you will develop new business opportunities, deepen relationships with existing customers, and provide technical expertise in yeast derivatives and bionutrients.

This is an exciting opportunity for a commercially driven professional with strong technical acumen who thrives in a dynamic, customer-focused environment.

As a Technical Sales Manager, you will:

Business Development & Sales Growth

- Build strong momentum with both new and existing accounts to meet or exceed revenue, margin, and engagement targets
- Identify, target, and secure new business opportunities across key market segments
- Develop and maintain a robust pipeline including new accounts and expansion opportunities within existing customers
- Lead and execute strategic business development plans to grow market share in Japan and explore adjacent markets such as South Korea.
- Achieve growth targets for new products and applications

Account Management & Strategy

- Develop, document, and execute structured account plans and strategies
- Build comprehensive customer relationship maps to ensure sustainable and profitable growth
- Manage direct customers, distributors, and global accounts within the bionutrients platform
- Strengthen long-term partnerships by understanding evolving customer needs

Commercial Execution

- Lead negotiations and successfully close new business deals
- Coordinate requirements across internal functions to ensure successful contract execution
- Deliver accurate monthly sales forecasts and annual budgets, including variance analysis

Technical & Customer Support

- Provide technical support and guidance to customers, troubleshooting challenges related to yeast derivatives and bionutrients
- Collaborate with cross-functional teams to resolve customer issues efficiently, including dedicated Bionutrients R&D experts in Ohly's Hamburg headquarters, to resolve customer issues efficiently
- Deliver compelling technical presentations, demonstrations, and solution-based proposals
- Develop financial business cases for new product opportunities and applications

You should have:

- Proven experience in technical sales, business development, or a similar role
- Strong track record in **prospecting, negotiation, and closing deals**
- Demonstrated success in growing business at existing and new accounts
- Solid technical or market knowledge (preferably in fermentation, bionutrients, or related sectors)
- Excellent planning, organizational, and problem-solving abilities
- Ability to manage multiple priorities in a fast-paced environment
- Strong communication and interpersonal skills, with the ability to influence stakeholders at all levels
- Business-fluent **Japanese and English**
- Proficiency in MS Office (Excel, PowerPoint, Outlook), CRM tools, and MS Teams
- Degree in **chemistry, biology, fermentation science, or a business-related field**

Personal Attributes

- Self-starter with a high level of motivation and accountability

- Results-driven with a positive, energetic mindset
- Strong team player with a collaborative approach

Nice to have:

- 10+ years of experience in sales or business development within **bionutrients or fermentation ingredients in Japan**
- Advanced degree in **fermentation science, food science, or a related field**
- Experience selling into **enzymes, probiotics, or culture media markets**
- Established network within the Japanese biopharma or fermentation industry

You are interested in this position? Then we look forward to receiving your application.