



CAREER OPPORTUNITY Nippon NSC Ltd.

Job Title: Technical Service Executive
Group: National Starch Food Innovation
Location: Tokyo , Japan

Position Description:

1. Work closely with customers to increase their overall use of NSFI's products. The majority of the responsibility will be to aggressively fill the business pipeline with new customer projects to help deliver profitable top line growth. Some responsibility will be to service existing business from existing customers. Both of these will be done by:
 - -Working with the sales team to visit customers and generate new opportunities.
 - -Listening to customer needs (face to face) & then suggesting products to fit customers' needs.
 - -Follow-up lab work in NSFI or customer location to move projects toward completion.
 - -Building strong relationships with customers, especially R&D sections.
 - -Supporting Sales department in filling the business pipeline with new projects from customers.
 - -Maintenance-type technical service of existing customers to maximize profit.
 - -Problem Solving & Project Management.
2. Some work internationally with NSC in other countries and customers in other countries
3. Participation in SSHE (Safety, Security, Health and Environment) initiatives.

Requirements:

1. University bachelor's degree or higher. Majored in food or chemical sciences
 2. Working experience: Professional position in Technical Service or R&D in food business (Material, Food additive, Trading, Consumer products, etc.) for approximately 3-5 years
 3. Business level in English , preferably Japanese language understandings
 4. Business PC skill; Word, Excel, Power point, Lotus Notes
 5. Food Science competence with a desire to win new business.
 6. Goal oriented. Enthusiastic to generate top line sales and profit
 7. Skills of prioritization and time management
 8. Excellent in relationship building with customers
-

Reference Code:

To submit your interest in this position, send your resume with cover letter including the Reference Code to: careers.in.japan@nstarch.com