Technical Sales Specialist - Exports (Japan Market)

Job ID
10105

HyLife Foods LP

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LOCATION	DATE POSTED	EXPIRY DATE	
623 Main St E, Neepawa, MB| Manitoba	08-07-2026	04-01-2027	
TYPE OF JOB	**SALARY**	**MIN. EXPERIENCE**	**MIN. EDUCATION**
Full Time	CAD 95000	3 years to less than 5 years	Bachelor's degree

Job Details

Technical Sales Specialist – Exports (Japan Market) (NOC 62100)
Location (On-Site): 623 Main St E, Neepawa, MB R0J 1H0
Number of Position(s): 1

Why join our team?
HyLife Foods LP is a global leader in food processing with a vision to be the best premium pork company in the world. Our mission is to take care of our employees, customers, animals, communities, and our company.

We are seeking a highly skilled Technical Sales Specialist – Exports (Japan Market) to support and expand our business relationships within Japan. This role is primarily responsible for managing customer relationships, developing export sales opportunities, and ensuring alignment between customer requirements and product offerings for the Japanese market. The successful candidate will serve as the key commercial contact for customers and distribution partners.

What we can offer you:
• Competitive annual salary of $95,000.00
• Vacation entitlement in the first year
• Comprehensive benefits package – dental, vision, extended health, and more
• Permanent full-time employment
• Employee Referral program – Minimum of $500!
• Free Parking
• Company events
• And more!

Your days will include:
• Preparing quotations and sales documentation, including pricing, contract terms, delivery requirements, and sales agreements.
• Promoting sales to existing Japanese clients while identifying and developing new business opportunities within Japanese distribution channels.
• Assessing customer needs and recommending appropriate products and solutions based on customer requirements and

market conditions.
• Developing reports, proposals, presentations, and supporting materials to communicate product benefits and sales opportunities.
• Representing HyLife in export sales activities and maintaining strong relationships with customers, distributors, and business partners in Japan.
• Conducting sales transactions, negotiating commercial agreements, and providing input into product specifications to ensure customer requirements are achieved.
• Providing ongoing customer support, resolving product and service-related issues, and supporting customer complaint investigations and corrective actions.
• Reviewing market conditions, competitor activity, product innovations, and emerging industry trends to support business growth and sales strategies.
• Advising customers on export requirements and regulatory considerations while ensuring compliance with customer and market expectations.
• Monitoring quality and production levels to ensure customer specifications are met, including supervising product fabrication and supporting meat quality improvement initiatives.
• Facilitating training on product specifications and requirements, supporting new product introductions, and working closely with Operations, Production, and Quality Assurance teams to ensure successful execution.
• Maintaining quality dashboards, conducting compliance audits, identifying opportunities for operational and sales improvements, and reporting on sales performance and business initiatives.
• Performing other related duties assigned.

Ways to apply:
Online at http://hylife.com/careers/ or mail to PO Box 10,000, 623 Main St E, Neepawa, MB R0J 1H0.
Fax to: 204.476.3791 | Email to: jobs@hylife.com | In Person at 623 Main ST. E, Neepawa, MB R0J 1H0

For inquiries contact: Phone: 204.476.3393

HyLife has an accommodation process for employees with disabilities. If you require a specific accommodation during your employment because of a disability, please contact Jobs@hylife.com. An HR representative will be in touch with you as soon as possible. Reasonable accommodations will be determined on a case-by-case basis and our accommodation policy can be forwarded upon request.

Take the first step towards an exciting career with HyLife - submit your resume today!
We thank all applicants; however, only those selected for further consideration will be contacted.

Job Description

To succeed in this role, you must possess:
• Bachelor's degree or equivalent experience in business/commerce, marketing, agriculture, agricultural operations and related sciences, or international and intercultural communication.
• 3–5 years of experience in Japanese export sales within the pork industry, customer relationship management, and quality assurance and control.
• Fluency in English and Japanese is required
• Experience working with Japanese clients or distribution channels
• Strong understanding of export sales processes and product specifications
• Knowledge of quality management systems and operational processes

- Strong analytical, reporting, and problem-solving skills
- Excellent communication, negotiation, and relationship-building abilities
- Proficiency in Microsoft Office and data tracking systems
- Ability to work independently and collaboratively in a fast-paced environment

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