

## Producer of Polypropylene and Polyolefin Films

### Sales Manager – Japan. Able to speak and write Fluently in English and Japanese

A global producer of polypropylene and polyolefin films required a Sales Manager – Japan. Able to speak and write Fluently in English and Japanese. Reporting to the Sales Director APAC located in Australia.

### Taplow Solution

The mandate was taken by the Australian partnership and passed to our executive search colleagues in Japan. Our researchers mapped the market and targeted relevant organisations, and a long list of prospects were identified. Under very strict confidentiality approaches were made to prospects and a shortlist of candidates profiled to the client.

First round interviews were undertaken via video interviews.

After two further round of interviews a preferred candidate was identified. A non-disclosure agreement effected, and more client information shared.

A face-to-face interview with the Sales Director APAC and references undertaken.

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### Outcome

After a sensitive negotiation an offer was made and accepted by the candidate. An exit plan from their employer was completed.

The candidate has regular travel in the region and to Australia.

Sales have improved exponentially in the region. A highly satisfied client that has offered further mandates.

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