Sales Representative Lithuania (m/f/d)

Premium Pet Food | Fast-Growing-Brand | Your chance to make an impact

With over 200 years of tradition and excellence, we are a proud Japanese family-owned company and one of the most innovative brands in the global pet food industry. Our premium products set standards in quality, taste, and animal well-being. As we continue to expand across Europe, we are looking for a motivated and energetic Sales Representative for Lithuania who wants to grow with us and actively contribute to building our brand in an exciting market. If you enjoy meeting people, building relationships, and being part of a growing international brand — this role is for you.

Your role: As our Sales Representative in Lithuania, you will help grow our presence by building relationships with retailers and partners while representing our premium brand in the market.

Your responsibilities will include:

- Serves customers by selling products and meeting customer needs in Lithuania
- Services existing accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Keeps management informed by submitting activity and results reports, such as weekly work plans, and monthly analysis.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.
- Promote our products at different events, such as expo or dog or cat shows etc.

Your profile: You are enthusiastic, people-oriented and motivated to grow your career in sales. You enjoy being out in the market, meeting partners and representing a brand you believe in. Ideally you bring in:

- First experience in sales, retail or customer-facing roles (FMCG or pet industry is a plus)
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Fluent in Lithuanian. Knowledge of English is a plus.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.

- Experience using computers for a variety of tasks.
- Competency in Microsoft applications including word, excel, and outlook.
- Able to work comfortably in a fast-paced environment.
- Valid driver's license required for job-related travel inside Lithuania
- Passion for pets and animal well-being

What we offer:

- The chance to join an international premium brand on a strong growth path
- Real responsibility and room to grow
- Attractive compensation package including company car (also for private use)
- Professional onboarding and ongoing development
- A young, dynamic and international team
- Long-term career opportunities within a stable global company

Ready to grow with us?

Join a company where tradition meets innovation and where your contribution truly matters.

We look forward to receiving your application at:

recruiting@inaba-foods.co.jp

Please send your CV, relevant references, and a short motivational letter outlining why you are the perfect fit for this role.