



JAC Recruitment

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Indonesia

PR/123027 | District Sales Manager - EAPI

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1545488

Industry

Retail

Job Type

Permanent Full-time

Location

Canada

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 10:47

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

- Analyse and evaluate current strategies and procedures currently used at Emerging Asia and Pacific Distributors (EAPI) and implement processes to improve the efficient use of organisations' resources.
- Provide day-to-day direction and management of Distributors, and recommend policy changes to fulfil objectives, achieve goals, and maximize revenue streams.
- Provide regular feedback, analysis and progress reports as needed to assist the organization in determining the right model and growth plan for the business in EAPI countries.
- Innovative and intuitive approach to researching key target markets and new opportunities, combined with advanced evaluation, reporting and decision-making skills with a result driven focus.
- Play a significant role in long-term planning including an initiative geared toward operational excellence.
- Supporting the development of the project scope, objectives, approach and timeline with the cross functional team.
- Responsible for maintaining and developing client-business relationships (Emerging Asia Pacific Distributors).
- Design, communicate and implement annual sales plans for the EAPI market that outlines strategies and targets, aligned with the regional and global objectives for all product lines and PA&A.
- Ensure that regional unit sales (Retail/Wholesale) and PA&A Sales targets (in value) are achieved and monitor progress

- Oversee sales policies, objectives and initiatives, and assess effectiveness of current programs
 - Responsible of achieving commercial targets through effective planning and budgeting
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Company Description