



## 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