



## PR/123027 | District Sales Manager - EAPI

### Job Information

**Recruiter**
[JAC Recruitment Indonesia](#)
**Job ID**

1549685

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Canada

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 17:22

### 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

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description