



営業マネージャー | スーパー & ホームセンター担当

成長企業の中核ポジション | 量販チャネルの最前線で活躍

Job Information

Hiring Company

[Greenwings Japan K.K.](#)

Job ID

1553575

Industry

General Import, Export

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

September 18th, 2025 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Fluent

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

About Greenwings Japan:

Greenwings Japan is part of Hasfarm Holdings, one of Asia's largest vertically integrated flower producers and distributors. The majority of the flowers we sell are grown on our own farms across Asia and delivered to our customers in Japan through an integrated supply chain. We supply high-quality fresh cut flowers to supermarkets, wholesalers, and flower auctions, with a national sales network including offices in Tokyo, Osaka, Fukuoka, and a branch office in Sapporo. We are a mid-sized company with around 50 employees in Japan, operating with a compact, agile structure that gives team members direct access to leadership and the opportunity to make a meaningful impact. As we continue to grow, we are looking to strengthen our team with a dedicated Sales Manager- Mass Retail Channels to support our next stage of development.

Role Purpose:

To lead Greenwings Japan's sales team serving supermarkets and home centers nationwide. While the role manages B2B relationships with key retail accounts, it is also positioned to evolve into a more consumer-focused model (B2B2C) — requiring stronger alignment with in-store merchandising, POS behavior, and retail operations.

Title:

Sales Manager – Supermarkets & Home Centers (Full-time, permanent position)

Location:

Tokyo (with regular visits to customers and our logistics center in Chiba; occasional travel to Osaka, Sapporo, and Fukuoka offices)

Key Responsibilities:

1. Team Leadership & Sales Execution

- Manage and coach the national sales team handling supermarket and home center accounts
- Set and monitor sales targets, pricing execution, and delivery KPIs
- Support and maintain relationships with key regional and national buyers

2. Channel Development

- Develop tailored strategies by customer type (GMS, home center chains, etc.)
- Monitor sell-in/sell-through performance and improve assortment planning
- Collaborate with marketing and logistics for promotions or product launches

3. In-Store Awareness (B2B2C Evolution)

- Build foundational understanding of shelf layout and merchandising principles
- Explore opportunities to support POS with branded materials or displays
- Coordinate in-store pilots to test merchandising improvements

4. Cross-Functional Collaboration

- Partner with logistics for seasonal planning and volume forecast accuracy
- Work closely with MIS team to monitor margin and product performance by channel

Why Join Us:

Greenwings Japan is a trusted importer and distributor of fresh-cut flowers with a strong presence in retail channels nationwide. This role is a key leadership position with room to grow, especially as the company expands its presence from B2B to more integrated B2B2C partnerships.

営業マネージャー | スーパー & HC / Sales Manager – SM & HC

※正社員・フルタイム／勤務地：東京（出張あり）

Greenwings Japan は、アジア有数の花卉生産・流通グループである **Hasfarm Holdings** の一員です。当社では、自社農場で育てた高品質な切り花を、日本全国のスーパーマーケット、ホームセンター、卸売業者、花き市場に提供しています。東京・大阪・福岡・札幌に拠点を持ち、50名ほどの機動力あるチームで事業を展開しています。

現在、全国の量販チャネルを担当する**営業マネージャー（スーパー＆ホームセンター）**を募集しています。

【主な職務内容】**1. チームマネジメント・営業活動**

- 営業チーム（量販担当）のマネジメントと育成
- 売上目標やKPIの設定・進捗管理
- 主要顧客との関係構築（地域・全国レベル）

2. チャネル戦略の構築

- GMSやホームセンターなど業態別戦略の立案
- 販売動向の分析と品揃えの最適化
- マーケティング・物流との協働による販促企画

3. 店頭施策（B2B2C進化の土台作り）

- 棚割・陳列・販促物の基礎知識と実践
- 店頭での実証テストやブランド展開の試行

4. 部門間連携

- 物流部門との季節計画・需要予測

- MISチームと連携し、商品別収益管理・分析

【求める人物像】

- B2B営業経験（特に量販チャネル）をお持ちの方
- 店頭や消費者行動への理解を深めていきたい方
- チームを牽引しながら自らも動けるリーダータイプ

【このポジションの魅力】

- 成長企業の中核ポジションで裁量を持って活躍
- B2BからB2B2Cへの進化を体験・リードできる
- 経営層と近い距離でスピーディに意思決定が可能

Required Skills

Ideal Candidate Profile:

- 7–10+ years in B2B sales to modern retail (supermarkets, home centers, or related sectors)
- Experience leading and developing sales teams
- Strong business-level English communication skills
- Background in perishables, FMCG, or fresh categories preferred
- Interest in merchandising and store-level execution
- Practical, hands-on leader comfortable with fieldwork and data analysis

理想的な人材像：

- **B2B営業経験（7～10年以上）**
近代小売（スーパーマーケット、ホームセンター、または類似業態）向けの営業経験が豊富な方
- **営業チームのマネジメント経験**
メンバーの育成やチームビルディングに実績がある方
- **ビジネスレベルの英語力**
社内外での英語による円滑なコミュニケーションが可能な方
- **生鮮品、FMCG、または日配カテゴリの経験歓迎**
品質・鮮度・流通に関わる知識や実務経験をお持ちの方
- **店頭施策やマーチャンダイジングへの関心**
売場での見せ方や消費者行動に関心を持ち、改善に取り組める方
- **現場とデータの両方に強い、実践型リーダー**
フィールドワークを厭わず、同時に数字分析にも対応できるバランス型の方

Company Description