

Channel Manager - Packaging Machinery

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Job Information

Recruiter

[Michael Page](#)

Job ID

1558181

Industry

Machinery

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 15 million yen

Refreshed

September 16th, 2025 10:53

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

This role is responsible for accelerating sales through integrators and indirect channels. You will lead business planning, partner engagement, and portfolio deployment while collaborating cross-functionally.

Client Details

Our client is a global pioneer in packaging and processing solutions, known for its commitment to sustainability, innovation, and customer success. With vast operations globally, the company supports clients through advanced technologies and integrated services. The Japan & Korea team is expanding its channel strategy and seeks a proactive leader to drive growth through indirect sales channels. The role offers remote flexibility and international collaboration.

Description

This is a strategic channel development role focused on indirect sales growth and partner enablement.

- Develop and execute business plans for Japan and Korea aligned with market strategy.
- Generate leads and drive cross/up-selling across defined product portfolios.
- Manage opportunities, negotiate deals, and close sales with channel partners.
- Lead deployment of processing solutions through indirect channels.
- Onboard and engage channel accounts, ensuring strong performance and experience.
- Create account plans and conduct regular performance reviews.
- Promote portfolio and build channel capability using digital platforms.
- Implement global channel strategy at the market level.
- Provide training and ensure channel competence.
- Collaborate with Services team on channel initiatives.
- Represent the company at industry events and expand channel network.

Job Offer

- Competitive compensation package with flexible working arrangements.
- Global exposure and opportunities for professional development.
- Inclusive culture that values innovation, diversity, and collaboration.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

Required Skills

- Strong understanding of customer business strategy and industry dynamics.
 - Proven experience in key account management and commercial negotiations.
 - Ability to analyze financials and make strategic decisions.
 - Skilled in translating strategy into actionable business plans.
 - Excellent relationship-building and influencing skills.
 - Fluent in Japanese; English required
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