

Distribution Sales Manager - Semiconductor

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Job Information

Recruiter

[Michael Page](#)

Job ID

1561715

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 20 million yen

Refreshed

October 15th, 2025 14:42

General Requirements

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

As a Distribution Sales Manager, you will play a pivotal role in managing and growing sales through distribution channels within the manufacturing industry. Based in Tokyo, this position focuses on driving revenue growth and building strong relationships with distributors.

Client Details

This is a permanent opportunity with a large-sized organisation in the technology and semiconductor industry. The company is known for its commitment to quality and innovation, providing an excellent environment for professional growth.

Description

- Develop and execute sales strategies to achieve distribution targets.
- Build and maintain strong relationships with distributors and key stakeholders.
- Analyse market trends and identify growth opportunities within the retail sector.
- Monitor sales performance and provide regular updates to senior management.
- Collaborate with internal teams to ensure effective product distribution.
- Negotiate contracts and agreements with distribution partners.
- Provide training and support to distributors to enhance product knowledge.

- Ensure compliance with company policies and industry regulations.

Job Offer

- Competitive salary in the range of JPY 12,000,000 to JPY 20,000,000.
- Chance to develop and lead sales strategies in the semiconductor industry.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

- A strong background in sales or distribution management, particularly in the semiconductor industry.
 - Proven ability to develop and implement effective sales strategies.
 - Excellent negotiation and relationship-building skills.
 - Experience in analysing market trends and making data-driven decisions.
 - Proficiency in communicating effectively with internal and external stakeholders.
 - A results-oriented mindset with a focus on achieving sales targets.
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Company Description

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