



Sales Manager, Off Trade Osaka オフトレード大阪 営業マネージャー

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Job ID

1569202

Industry

Food and Beverage

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Japanese

Job Type

Permanent Full-time

Location

Osaka Prefecture, Osaka-shi Kita-ku

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 14:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

Minimum English Level

None

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Strategy & Planning:

- Develop and implement comprehensive Off-trade regional strategies, long-term and short-term plans, to expand market share and achieve revenue targets in responsible regions
- Conduct customer research and competitor analysis to identify new opportunities, growth potential, and customer needs at a regional level
- Formalize and regularly review the channel strategy, defining priority customers and effective strategies to win vs. competition

Sales & Account Management:

- Manage and develop strong relationships with key Off-trade customers, wholesalers, distributors, department stores,

- convenience stores, and acting as a trusted advisor to drive mutual growth
 - Negotiate and close deals in a manner that benefits both the company and the customer
 - Identify and pursue new business opportunities, securing new accounts, and optimizing existing ones
 - Maintain, build and develop strong partnership with key distributors to increase sales of our brands in Off-trade channel in the West Japan region
 - Work concurrently with clients (wholesalers and premium retailers) and internal teams to forecast demand and manage product allocations
 - Manage the client mix and portfolio of active accounts, develop accurate forecasts, and allocate trade investments and monitor the effectiveness and efficiency of trade programs to drive profitable business growth
 - Collaborate closely with Commercial Director, National Key Account Managers, Area Managers, Trade Marketing, and other cross-functional partners, and communicate transparently, proactively and effectively with stakeholders regarding issues & opportunities, plans, performance, and learning
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Required Skills

- Minimum of 2 years of experience working in a business development or sales role
 - Experience in the alcoholic spirits industry or consumer goods sector
 - In-depth knowledge of key account management with retail
 - Native level Japanese
 - MS Word, Excel, Powerpoint
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Company Description