



## 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**

May 5th, 2026 16:00

### 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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