
Sales Manager/ セールスマネジャー（酒類／飲料） - 大阪

高待遇、ボーナス、在宅勤務

Job Information

Recruiter

[The SuperTalent Company Ltd \(Superstars\)](#)

Hiring Company

Wine and spirits company creating premium beverage brands

Job ID

1580060

Division

Sales/Brand Management

Industry

Food and Beverage

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

8 million yen ~ 10 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

April 13th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

***For any inquiry about this position before applying from CareerCross, please contact 「 pavlo@gosuperstars.com 」 .**

My client is a family-owned and family-run wine and spirits company, dedicated to the creation and development of distinctive, premium beverage brands. They are currently seeking an **Area Sales Manager** to drive growth and expand brand presence across the Osaka region and surrounding cities.

The **Area Sales Manager** is responsible for delivering volume, distribution, merchandising, and pricing performance across their designated markets. Responsibility covers all channels of business, in both on and off-premise. Inherent in this responsibility is managing importer relationships as well as major customer relationships.

He or she is responsible for developing and executing sales programming with the importer as well as managing sales budgets, marketing programs in the pursuit of achieving both quantitative and qualitative KPIs.

The role will report to the International Sales Director and Regional Sales Director

Responsibilities

- Participate, with the Regional Sales Director in the development and execution of annual sales plan for assigned geographic territory.
- Manage Company brand portfolio and travel within territory to actively engage accounts
- Ensure proper management of depletions and inventory by SKU (prevent out of stocks and plan for future growth)
- Implement creative programs to activate the consumer, including product sampling and demos in both on and off premise
- Actively develop and manage relationships with Pernod Ricard Taiwan personnel i.e., GMs, VPs, Account Executives, Merchandising VPs, Sales Managers, and Sales Reps
- Ensure the planning and implementation of sales programming in all markets
- Support the Regional Sales Director in the development and efficient management of all sales budgets
- Ensure the planning and execution of price structures and shelf prices in the market
- Ensure POS and other marketing assets are utilized in the field with correct programs
- Call on and activate Key Accounts in the market under the direction of the Regional Sales Manager
- Participate in importer planning and sales meetings

Required Skills

- Minimum 2 years in spirit sales, especially in off-trade channel
- Working with Pernod Ricard Team(s) is nice to have, as they are the distributors.
- On-premise, F&B, Wine/Spirits, Hospitality, or FMCG sales experience preferred.
- Candidates from Wine sales or Food & Beverage supply (fish/meat distribution, hospitality suppliers) are highly relevant due to resilience and service mindset.
- Good knowledge of the art and science of importer programming and pricing
- Strong interpersonal and leadership skills to direct the Company brands
- Strong key account negotiation skills
- Existing relationships with wholesaler management a plus
- Ability to function effectively in an intimate, entrepreneurial business environment; "self-starter"
- Excellent communication skills, particularly verbal, including strong presentation skills
- Valid driver's license and ability to drive and travel a few days in a week when required

Company Description