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## Channel Manager/ チャンネルマネージャー（ビデオカメラ／レコーダー／ディスプレイ）

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高待遇、ボーナス、キャリアアップ

### Job Information

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**Recruiter**

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

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**Hiring Company**

Video-centric IoT solution provider

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**Job ID**

1580188

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**Division**

video cameras, recorders, access control systems, displays, management software

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**Industry**

Other (IT, Internet, Gaming)

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**Company Type**

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

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**Job Type**

Permanent Full-time

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**Location**

Tokyo - 23 Wards

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**Salary**

6 million yen ~ 8 million yen

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**Salary Bonuses**

Bonuses paid on top of indicated salary.

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**Refreshed**

March 30th, 2026 02:00

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### General Requirements

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**Minimum Experience Level**

Over 3 years

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**Career Level**

Mid Career

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**Minimum English Level**

Daily Conversation

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**Minimum Japanese Level**

Fluent

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**Minimum Education Level**

Bachelor's Degree

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**Visa Status**

Permission to work in Japan required

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### Job Description

**\*For any inquiry about this position before applying from CareerCross, please contact 「 [pavlo@gosuperstars.com](mailto:pavlo@gosuperstars.com) 」 .**

My client is a global leader in video-centric AIoT solutions, specializing in advanced security and surveillance systems. They are looking for a **Japanese speaking Channel Manager**

Their main products include cameras, recorders, intercoms, displays, and software, and they have a track record of providing services in a wide range of fields such as construction, transportation, manufacturing, education, energy, finance, and environmental protection.

**Core Requirement: We looking for a Japanese Local who has resided in Japan for pretty long period holding B2B sales experiences of video cameras, recorders, access control systems, displays, management software, etc.**

### Responsibilities

**1. Channel management.** Responsible for mastering and analyzing the industry channel situation, formulating effective channel strategies, providing resource support for channel customers in terms of sales, technology, products, etc., maintaining communication with channel customers, and jointly promoting product marketing and services, while collecting market and customer demand information;

**2. Channel development.** Responsible for the implementation of sales and marketing plans according to the company's marketing strategy, actively looking for and reviewing channel providers, and developing channel cooperation programs;

**3. Brand promotion.** Responsible for planning and organizing product promotion activities in the target market to enhance the regional influence of the company's product brand;

**4. Sales management.** Responsible for the implementation of the company's product and sales strategy promotion according to the company's marketing strategy, sales forecast, actively organize business negotiations with agents, strive for customer orders, complete sales targets, and ensure the collection of receivables

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### Required Skills

#### Requirements

- Bachelor degree or above, major in international trade, marketing, business management, computer and electronics, etc;
- Knowledge of Video-centric and IoT solution is helpful
- Have good interpersonal and communication skills, keen market sensitivity and strong adaptability; have a high degree of enthusiasm for work, with marketing, channel strategy management and other knowledge;
- Good Japanese listening, speaking, reading and writing skills, can skilfully use Japanese to communicate with customers in written and oral;
- 2 Years experience with Product Marketing and Channel Development with experience in the Construction business.

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### Company Description