

【850 ~ 1300万円】Manager Channel Sales ・ Country/Region

グラコ株式会社での募集です。 法人営業（その他）のご経験のある方は歓迎です。

Job Information

Recruiter
JAC Recruitment Co., Ltd.

Hiring Company
グラコ株式会社

Job ID
1580851

Industry
Machinery

Company Type
International Company

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
8.5 million yen ~ 13 million yen

Work Hours
09:00 ~ 17:45

Holidays
【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 夏季…

Refreshed
November 14th, 2026 02:00

General Requirements

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

【求人No NJB2360610】
The Sales Manager is responsible for driving the profitable growth of Graco’s Industry Products Division products across Japan（the “assigned region”）. The Sales Manager’s primary focus in driving revenue growth will be the specification of products in Industrial Energy OEM Channels direct sales national accounts and distribution. This will be achieved through the Account Management of key accounts and new business.

Sales Management and Strategic Planning
・Oversee development and implementation of annual regional tactical sales plan to achieve or exceed divisional growth objectives.
・Design and oversee specific field marketing initiatives including pricing strategies and promotions in accordance with established guidelines.
・Identifies and communicates to Marketing Department product promotion and program opportunities which meet market needs.
・Completes and presents quarterly tactical planning with the sales personnel.

Relationship Management and Key Account Development
・Identifies and communicates potential product promotion and program opportunities to the Marketing department that align with market demands.
・Establishes and maintains a strong working relationship with senior management with key distributors.
・Oversees and approves the execution of all written distributor agreements and strategic plans.

Sales Monitoring and Reporting
・Monitors and reports on monthly sales performance including activities results opportunities service or delivery issues and competitive developments.
・Team Leadership and Financial Management
・Lead mentor manage and staff a team of sales members ensuring alignment with organizational goals and promoting a culture of excellence.
・Drive team performance by setting clear goals providing ongoing feedback and facilitating professional growth opportunities.
・Establish manage and be accountable for the annual marketing budget ensuring effective allocation of resources and alignment with organizational strategic objectives.

Team Leadership and Financial Management
・Lead mentor manage and staff a team of sales members ensuring alignment with organizational goals and promoting a culture of excellence.
・Drive team performance by setting clear goals providing ongoing feedback and facilitating professional growth opportunities.
・Establish manage and be accountable for the annual marketing budget ensuring effective allocation of resources and alignment with organizational strategic objectives.

Required Skills

What You Will Bring to Graco:
・Bachelor’s degree in Business Engineering Marketing a technical field or equivalent experience.
・7+ years of sales experience successful sales experience（including key distributor and market share growth）.
・Excellent leadership skills; 2+ years of demonstrated leadership experience preferred.
・Exceptional communication skills（written verbal and presentation） with a proven ability to convey complex technical information to diverse audiences in a clear compelling manger.
・Proven ability to work independently adapt to diverse requirements and effectively engage with individuals at all organizational levels.
・Demonstrated leadership skills with experience in managing and leading teams.
・Proven ability to develop and implement short and long term sales/marketing strategies with strong skills in planning prioritizing problem solving and decision making.
・Effective leadership and coaching skills with experience in team development and training.
・Willingness to travel as required to meet customer and business needs.
・Valid driver’s license.

Accelerators:
・Global industrial manufacturing experience and knowledge.
・MBA or Master’s degree preferred.

Company Description

■流体ハンドリングシステム及び塗装機器の輸入・販売・サービス