



## Channel Sales Manager

### Job Information

**Recruiter**

SPOTTED K.K.

**Job ID**

1585778

**Industry**

Hardware

**Company Type**

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

**Non-Japanese Ratio**

About half Japanese

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 13 million yen

**Salary Commission**

Commission included in indicated salary.

**Refreshed**

May 18th, 2026 00:00

### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**Sales Responsibilities:****Manage and achieve sell-in targets**

- Set and achieve sell-in targets for assigned distributors for each period.
- Monitor distributor inventory to maintain stable sell-in and run rates.

**Activate small reseller segment & POS data management**

- Analyze POS (sales) data to visualize product performance and provide insights for promotional strategies and inventory planning.

**Sales Enablement**

- Educate on new product features and competitive comparisons.
- Plan and run seminars/training for small resellers.
- Approve or adjust special discounts and rebate rates for specific deals.

**Operational Responsibilities:**

- Handle the full order-to-delivery process
- Issue license keys
- Manage import/export-related tasks
- Process returns
- Coordinate shipments and collaborate with APAC operations/logistics team (Singapore)
- Confirm and adjust product schedules
- Arrange internal product shipments and manage other import/export operations
- Verify delivery dates and original invoices

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**Required Skills**

**Must-have:**

- Experience managing distributors in the IT industry
- Knowledge of end-to-end product order-to-delivery processes
- Business-level English

**Preferred (nice-to-have):**

- Experience analyzing sales performance
- Experience in import/export operations
- Experience with data analysis and report creation

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**Company Description**