



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

June 29th, 2026 04:00

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