



## District Sales Manager

Skechers Japan合同会社での募集です。 エリアマネージャー・スーパ...

### Job Information

**Recruiter**

JAC Recruitment Co., Ltd.

**Hiring Company**

Skechers Japan合同会社

**Job ID**

1592091

**Industry**

Apparel, Fashion

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

7 million yen ~ 9 million yen

**Work Hours**

09:00 ~ 18:00

**Holidays**

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**Refreshed**

May 14th, 2026 15:58

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

【求人No NJB2379623】

#### JOB SUMMARY:

You will be responsible for managing the operations and sales of a specific district within a group of stores. Your tasks will include recruiting staffing developing training coaching and supervising employees within budgeted goals and expectations. Motivate store team to generate sales focus on customer services work ethics and company policies/procedures

**ESSENTIAL DUTIES RESPONSIBILITIES**

Our District Sales Managers main duties and responsibilities will consist of but not limited to:

- Developing and executing annual sales forecast based on the district's strategies.
- Teach staff how to drive sales to the fullest potential.
- Communicate execute and follow up on all departmental directives marketing/visual and promotional initiatives.
- Monitoring profit and loss performance
- Supervising employees and ensuring policies/procedures and HR matters are followed and reported correctly
- Ensure each assigned store's visual standards are met
- Finding new and exciting ways to attract customers
- Extensive travel within District/Region.
- Communicate with Store Managers through weekly calls written communication and store visits.
- Assess and lead talent recruitment hiring developing and retention to attain the best team
- Mentor and develop key performers
- Manage all supervisory functions including training on managerial duties.
- Partner with HR on personnel issues.
- Maintain store's daily operations new store openings special sales/promotional events.
- Preparing monthly business analysis including quarterly business reviews and other reports as directed.

**SUPERVISORY RESPONSIBILITY:**

- Direct supervision of Store Managers.

**ADDITIONAL RESPONSIBILITIES:**

Other duties as necessary to maintain store's daily operations new store openings special sales/promotional events and teach selling off the wall. Prepare monthly business analysis including quarterly business reviews and other necessary reports as required.

**Required Skills****QUALIFICATIONS:**

To perform this job successfully an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge skill and/or ability required.

**JOB REQUIREMENTS:**

- Ability to execute excellence to company standards at all times.
- A solid understanding of best practices in the retail industry.
- Has demonstrated the ability to execute a financial plan.
- Must possess strong written and verbal communication.

**EXPERIENCE and/or EDUCATION:**

- Five (5) to seven (7) years of previous multi store/multi state sales management experience within retail environment.
- Must be computer literate (Microsoft Office Word Excel PowerPoint) . Strong financial acumen and analytical skills.
- Must be able to analyze data and make recommendations and decisions based upon data trends and outcomes.

**Company Description**

スケッチャーズ製品等の輸入、販売、またそれに付帯する一切の事業