

【1000 ~ 1600万円】District Manager（営業管理職）

外資系FMCG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
外資系FMCG

Job ID
1598090

Industry
Other (Distribution, Retail, Logistics)

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 16 million yen

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
November 13th, 2026 07:00

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 NJB2385683】
《Key Responsibilities》
■District Strategy Execution
・Develop and implement the District Plan aligned with regional strategies
・Set clear monthly objectives and communicate them to the team
・Identify issues analyze root causes and implement solutions
■KPI Performance Management
・Achieve sales distribution quality and organizational KPIs
・Monitor progress and adjust plans when necessary
・Provide timely coaching and feedback

■Cross・functional Collaboration
・Share market insights and contribute to improving Field Sales effectiveness
■Category Responsibilities
・Heat・Not・Burn: Drive sales performance through B2B and other initiatives
・Traditional Cigarettes: Ensure strong distribution and brand presence
■Resource Team Management
・Manage District budget tools and personnel
・Recruit onboard coach and evaluate team members
・Support performance improvement and develop high・potential talent
■Compliance Work Environment
・Ensure compliance with policies and regulations
・Maintain a safe and healthy work environment

Required Skills

Fluency in English and Japanese
Minimum 5+ years of previous experience in Sales and entrepreneurial projects where their project management and internal consulting skills have been demonstrated
Minimum 5+ years of people management experience

Company Description

ご紹介時にご案内いたします