



## 【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**

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### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**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
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## 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

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## Company Description

ご紹介時にご案内いたします