



Sales Manager Kansai

Remote position/ Global brand

Job Information

Recruiter

[PEAK Recruitment Japan K.K.](#)

Job ID

1602625

Industry

Food and Beverage

Company Type

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

Job Type

Permanent Full-time

Location

Osaka Prefecture

Salary

7 million yen ~ 9 million yen

Refreshed

September 9th, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

Key Responsibilities

1. Field Sales Leadership

- Lead, coach, and develop a team of Field Sales Representatives to achieve sales and execution objectives.
- Plan and optimize customer coverage, visit schedules, and territory management.
- Develop high-priority outlets and improve execution standards across the territory.
- Build team capability through regular coaching, performance reviews, and development planning.
- Monitor and improve key performance indicators, including sales performance, new account acquisition, distribution, and execution quality.
- Communicate business priorities and ensure effective implementation across the sales team.
- Execute national and regional sales initiatives and promotional campaigns.

- Ensure consistent execution of brand strategies and merchandising standards within priority accounts.
- Develop and manage annual, quarterly, and monthly sales, volume, and profitability targets.

2. Key Account Management

- Build and strengthen relationships with strategic on-trade customers.
- Lead commercial negotiations with major restaurant groups, hospitality businesses, and premium beverage outlets.
- Develop tailored customer business plans and promotional programs to drive mutual growth.
- Manage pricing, commercial agreements, promotional activities, and contract negotiations.
- Identify new business opportunities and expand distribution within key accounts.

3. Business Planning & Cross-Functional Collaboration

- Work closely with Marketing, Trade Marketing, and other internal stakeholders to maximize customer execution and commercial effectiveness.
- Support the implementation of promotional programs, product launches, and customer activation initiatives.
- Provide market insights, customer feedback, and competitive intelligence to support business planning.

4. Governance & Financial Management

- Ensure compliance with company policies, industry regulations, and commercial governance standards.
- Manage regional sales budgets, customer investments, and travel & entertainment expenses effectively.
- Monitor return on investment for promotional activities and customer programs.
- Drive sustainable and profitable growth across the assigned territory while maintaining strong commercial discipline.

Required Skills

Experience

- The role requires at least 3 years of experience in spirits sales and distributor management
- Solid experience within the Japan market is a must.
- FMCG background, on / off premise, outlet management is a must

Skills

- Strong business acumen
- Excellent analytical, result-driven, problem-solving, and decision-making skills.
- Effective communication and negotiation skills.
- Detail-oriented and persuasive.
- Good presentation/selling skills
- IT proficiency (computer literate)
- Japanese is a must: English is nice to have.

Company Description