

Dealer Business Manager (Learning Sales)

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Furniture Brand

Job ID
1617190

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 9 million yen

Refreshed
November 12th, 2026 02:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Brand is seeking a Dealer Business Manager, Learning Sales to drive business growth within the education sector in Japan. This position will focus on building relationships with learning dealers, educational institutions, international schools, and key stakeholders to promote the brand's active learning solutions and educational furniture portfolio.

The successful candidate will work closely with dealer partners to support their sales activities, improve profitability, and develop opportunities within the K-12, higher education, and international school markets. This role combines elements of business development, dealer management, sales support, and educational consulting, making it ideal for an individual who is passionate about education and enjoys building long-term partnerships.

Key Responsibilities
- Develop and grow business opportunities within the education sector across Japan.
- Manage and support assigned dealer partners, ensuring they have the tools, knowledge, and resources needed to succeed.
- Build relationships with international schools, private schools, universities, and other educational institutions.
- Conduct customer meetings, presentations, workshops, and product demonstrations focused on active learning

environments.
- Educate customers, dealers, architects, and designers on the brand's Learning solutions and the System portfolio.
- Provide dealer support related to pricing, specifications, lead times, proposals, and project coordination.
- Work collaboratively with Sales, Marketing, Workspace Futures, and Brand
- Communications teams to create impactful customer experiences.
- Identify new business opportunities and generate leads within the education market.
- Track market trends, customer needs, and competitor activities to support business growth.
- Support the full sales cycle from lead generation through project completion and post-installation follow-up.
- Maintain accurate sales activity records and contribute to sales forecasting and pipeline management.

Employee Benefits:
#NAME?

Required Skills

Required Skills
- Fluent Japanese (business to native level) and business-level English.
- 3-5 years of professional experience in sales, business development, account management, customer success, education, or a related field.
- Excellent communication, presentation, and relationship-building skills.
- Strong interest in education, learning environments, or workplace design.
- Ability to engage with multiple stakeholders, including schools, dealers, and end users.
- Proactive and self-motivated with strong organizational skills.
- Comfortable working in a dynamic and international environment.
- Ability to manage multiple projects and priorities simultaneously.
- Bachelor's degree or equivalent professional experience.

Preferred Skills
- Experience selling furniture, interiors, educational products, technology, SaaS, or B2B solutions.
- Experience working in or with educational institutions, international schools, universities, or training organizations.
- Experience managing dealer, distributor, reseller, or channel partner relationships.
- Knowledge of educational furniture, classroom design, learning environments, or active learning concepts.
- Exposure to architecture, interior design, workplace strategy, or commercial real estate industries.
- Experience working in a multinational or highly international organization.
- Additional language capabilities beyond Japanese and English.

Company Description

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