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
October 15th, 2026 15:17

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

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国（また2011 年には香港・韓国にも拠点を新設予定）でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

?

We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.