

【1400万円 ~ 】【Vet Channel 】Customer Development Director/営業部長

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
非公開

Job ID
1619624

Industry
Food and Beverage

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
14 million yen ~ Negotiable, based on experience

Work Hours
09:00 ~ 17:30

Holidays
詳細は求人ご紹介時にご案内いたします。

Refreshed
October 29th, 2026 18:17

General Requirements

Career Level
Mid Career

Minimum English Level
Business 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 NJB2395514】
【BASIC OBJECTIVE】
● Achieve sustainable business growth by leading the BRUT（Brand Recommended Used and Trusted）No.1 strategy ensuring Hill's products receive the strong recommendation of animal health professionals in the Japanese veterinary channel.
● Develop and execute comprehensive long term and short term sales and profit growth strategies for the veterinary channel in collaboration with the Veterinary Professional Affairs team.

● Lead a team of approximately 40 50 territory managers across 5 6 districts in Japan and the retail strategy team to consistently drive short and long term sales volume market share and operating profit in alignment with company goals and key equities.

【ESSENTIAL JOB FUNCTIONS:】
● Develop and implement strategic sales plans and programs that drive volume market share and profit performance for veterinary clinics securing long term market leadership.
● Oversee all aspects of the D2C（My Hill's Shop） platform including sales planning and day to day operations to achieve sales targets and ensure long term stable sales trends.
● Provide hands on leadership motivating coaching and mentoring Vet Territory Managers and Field Sales Managers and setting the example for customer development.
● Direct the CD Excellence team in developing the selling plan for the vet retail segment. Lead and manage all channel commercial planning processes including reviews to ensure the achievement of monthly quarterly and annual targets.
● Collaborate closely with the Marketing team to ensure strong execution of all Science Diet and Prescription Diet brand equities.
● Analyze marketplace trends competitive developments and leverage consumer/veterinarian insights to inform and drive annual business plans. Monitor competitors and recommend strategic programming to respond to and leverage competitive activity.
● Manage and control area promotion budgets and NVO expenses to ensure delivery against company financial commitments.
● Partner with PVA to strengthen Hill's scientific credentials among veterinarians and pet owners.

【WORKING RELATIONSHIPS:】
● In Hill's Japan: General Manager PVA Marketing Pet CD inance/Accounting Customer Service and Logistics Legal and Q.A.
● Outside: Retailers/vet clinics distributor/wholesalers subwholesalers vet schools vet specialists.

Required Skills

【REQUIRED QUALIFICATIONS】
● Experience Management:
■ 5・10 years of experience in Customer Development with demonstrated success in team management.
■ 3・5 years of experience working within a multinational matrix organization.
■ Consistent track record of achieving brand financial sales and business goals.
● Leadership Action:
■ Proven leadership ability with a self driven professional mindset to develop and grow in a fast changing environment.
■ Demonstrated ability to develop and advance people and to cultivate strong cross organizational relationships.
■ Strong action orientation: ability to clearly identify tasks allocate channel resources effectively and drive projects to completion.
● Communication Interpersonal:
■ Excellent relationship building and negotiation skills.
■ Superior communication skills（verbal written and presentation） and active listening skills for effectively gaining input from customers pet owners and cross functional teams.
■ Proficiency in both Japanese and English is required.

【PREFERRED QUALIFICATIONS】
● Strong project management skills.
● Highly motivated persistent and results driven with a strong dedication to meeting strict deadlines.

Company Description

ご紹介時にご案内いたします