

PR/097816 | Channel Program Manager

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1621105

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:43

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Our client, a leading regional distributor and retailer of mobile phones, IT products, and consumer electronic, is hiring for Channel Program Manager.

The position will lead the expansion, optimization, and overall performance of the company's open-channel strategy within the market.

Responsibilities:

- Drive open-channel expansion by identifying new market opportunities, conducting channel mapping, and partnering with country teams to execute growth plans.
- Manage and optimize the company channel program, including outlet segmentation, tiering, qualification criteria, and lifecycle management.
- Monitor program performance through KPI tracking, productivity analysis, ROI measurement, and actionable

recommendations to improve commercial outcomes.

- Establish channel standards, promoter management frameworks, and best practices while working closely with regional and country stakeholders to ensure consistent execution.

Key Performance Indicators

- Open-channel coverage, white-space penetration, and channel program expansion.
- Store productivity, sell-out growth, and incremental sales contribution.
- Program ROI, promoter effectiveness, and resource optimization.
- Store compliance and adoption of channel program standards across markets.

Requirements

- Bachelor's degree in Business, Marketing, Sales, Retail Management, or a related field with 6-8 years of relevant channel, retail, or commercial excellence experience.
- Strong expertise in channel development, outlet segmentation, route-to-market strategies, and performance analytics.
- Proven program and stakeholder management skills, with experience managing retail, field sales, or promoter programs being advantageous.
- Excellent English communication skills, regional market exposure preferred, and willingness to travel across South Asia.

Interested applicant, please click APPLY NOW.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

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Company Description