

Distributor Sales

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global Leader in Semiconductor Solutions for Connected and Intel

Job ID
1623633

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
9 million yen ~ Negotiable, based on experience

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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

As a Distributor Sales Manager, you will drive business growth through the company's distributor network in Japan, developing channel strategies, generating demand, and expanding customer opportunities.

Working closely with distributors, customers, Field Application Engineers, product teams, and global stakeholders, you will manage key business opportunities from design-in through mass production while strengthening strategic channel partnerships.

■Key Responsibilities
-Develop and execute demand generation and channel sales strategies through distributor partners.
-Build and maintain strong relationships with distributors and key customers.
-Develop annual and quarterly business plans and sales action plans with channel partners.
-Drive design-in and design-win activities to secure new business opportunities.
-Manage sales pipelines, forecasts, and opportunity progression.
-Identify and develop new customer and market opportunities.
-Coordinate technical, quality, and commercial support with internal teams.

-Collaborate with Sales, FAE, Product Marketing, and Supply Chain teams to achieve business targets.

Employee Benefits:
-Competitive compensation package
-Performance-based incentive program
-Seasonal allowance program
-Annual salary review
-Permanent employment
-Comprehensive social insurance coverage
-Opportunity to work with industry-leading semiconductor technologies
-International and collaborative working environment
-Professional development and career growth opportunities
-Exposure to global customers, channel partners, and strategic business initiatives
-Smoke-free workplace
-Overtime typically ranging from approximately 0?30 hours per month

Required Skills

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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。

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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.