

MichaelPage

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## Channel Manager - Packaging Machinery

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## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1558181

## 業種

機械

## 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1500万円

## 更新日

2025年09月16日 10:53

## 応募必要条件

## キャリアレベル

中途経験者レベル

## 英語レベル

ビジネス会話レベル

## 日本語レベル

流暢

## 最終学歴

大学卒：学士号

## 現在のビザ

日本での就労許可が必要です

## 募集要項

This role is responsible for accelerating sales through integrators and indirect channels. You will lead business planning, partner engagement, and portfolio deployment while collaborating cross-functionally.

## Client Details

Our client is a global pioneer in packaging and processing solutions, known for its commitment to sustainability, innovation, and customer success. With vast operations globally, the company supports clients through advanced technologies and integrated services. The Japan & Korea team is expanding its channel strategy and seeks a proactive leader to drive growth through indirect sales channels. The role offers remote flexibility and international collaboration.

## Description

This is a strategic channel development role focused on indirect sales growth and partner enablement.

- Develop and execute business plans for Japan and Korea aligned with market strategy.
- Generate leads and drive cross/up-selling across defined product portfolios.
- Manage opportunities, negotiate deals, and close sales with channel partners.
- Lead deployment of processing solutions through indirect channels.
- Onboard and engage channel accounts, ensuring strong performance and experience.
- Create account plans and conduct regular performance reviews.
- Promote portfolio and build channel capability using digital platforms.
- Implement global channel strategy at the market level.
- Provide training and ensure channel competence.
- Collaborate with Services team on channel initiatives.
- Represent the company at industry events and expand channel network.

#### Job Offer

- Competitive compensation package with flexible working arrangements.
- Global exposure and opportunities for professional development.
- Inclusive culture that values innovation, diversity, and collaboration.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Cynthiani Marpohn on +81357337159.

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#### スキル・資格

- Strong understanding of customer business strategy and industry dynamics.
- Proven experience in key account management and commercial negotiations.
- Ability to analyze financials and make strategic decisions.
- Skilled in translating strategy into actionable business plans.
- Excellent relationship-building and influencing skills.
- Fluent in Japanese; English required

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#### 会社説明

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