



Sales Manager, Off Trade Osaka オフトレード大阪 営業マネージャー

募集職種

人材紹介会社

Cornerstone Recruitment Japan 株式会社

求人ID

1569202

業種

食品・飲料

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

外国人 少数

雇用形態

正社員

勤務地

大阪府, 大阪市北区

給与

500万円 ~ 650万円

更新日

2025年12月16日 11:15

応募必要条件

職務経験

1年以上

キャリアレベル

新卒・未経験者レベル

英語レベル

無し

日本語レベル

ネイティブ

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

Strategy & Planning:

- Develop and implement comprehensive Off-trade regional strategies, long-term and short-term plans, to expand market share and achieve revenue targets in responsible regions
- Conduct customer research and competitor analysis to identify new opportunities, growth potential, and customer needs at a regional level
- Formalize and regularly review the channel strategy, defining priority customers and effective strategies to win vs. competition

Sales & Account Management:

- Manage and develop strong relationships with key Off-trade customers, wholesalers, distributors, department stores,

- convenience stores, and acting as a trusted advisor to drive mutual growth
 - Negotiate and close deals in a manner that benefits both the company and the customer
 - Identify and pursue new business opportunities, securing new accounts, and optimizing existing ones
 - Maintain, build and develop strong partnership with key distributors to increase sales of our brands in Off-trade channel in the West Japan region
 - Work concurrently with clients (wholesalers and premium retailers) and internal teams to forecast demand and manage product allocations
 - Manage the client mix and portfolio of active accounts, develop accurate forecasts, and allocate trade investments and monitor the effectiveness and efficiency of trade programs to drive profitable business growth
 - Collaborate closely with Commercial Director, National Key Account Managers, Area Managers, Trade Marketing, and other cross-functional partners, and communicate transparently, proactively and effectively with stakeholders regarding issues & opportunities, plans, performance, and learning
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スキル・資格

- Minimum of 2 years of experience working in a business development or sales role
 - Experience in the alcoholic spirits industry or consumer goods sector
 - In-depth knowledge of key account management with retail
 - Native level Japanese
 - MS Word, Excel, Powerpoint
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会社説明