



PR/123573 | Channel Development Manager

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント インドネシア

求人ID

1577651

業種

ITコンサルティング

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2026年02月10日 10:39

応募必要条件

職務経験

3年以上

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

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Responsibilities

- Develop, manage, and expand distributor and dealer networks across Indonesia.
- Present product proposals, conduct business negotiations, and support partners in achieving sales targets.
- Prepare and submit regular sales reports, activity summaries, and market updates.
- Build strong, long-term relationships with distributors, dealers, and key channel partners.
- Provide ongoing insights and updates to management to support strategic planning.

Requirements

- Min. 3 years' experience working in Sales, Business Development, Brand Activation, Channel Distribution or similar role related to consumer electronics or IT Accessories products.

- Prior experience in penetrating product such as laptop, smartphone accessories, cable, or related products.
- Proven experience in distributor management or distributor development.
- Demonstrated ability to lead and manage a small team effectively.
- Experienced in penetrating product from scratch will be an advantage.
- Strong proficiency in English, both written and verbal.

#LI-JACID

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会社説明