



PR/096659 | Channel Sales 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シンガポール

求人ID

1577986

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年03月30日 03:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

Our client, a premium bottled water brand, is seeking a Channel Sales Manager for Southeast Asia as part of its regional expansion. The Channel Sales Manager will lead the sales and distribution strategy for the company across priority channels in Singapore and the wider region

Job Responsibilities:

- Develop and implement targeted channel strategies to deliver sales and revenue objectives.
- Grow category performance by boosting consumption, driving premiumisation, and expanding reach across foodservice and hospitality channels.
- Lead monthly business reviews on performance, trade spend, coverage, and service levels, ensuring continuous improvement.
- Manage key accounts and distributors, optimizing promotions, strengthening partnerships, and addressing performance gaps through KPIs and coaching.

- Conduct market visits, monitor competitive activity, ensure brand activation excellence, and provide accurate channel and SKU-level sales forecasts.

Job Requirements:

- Bachelor's degree in Business, Sales, Marketing, or a related discipline, with 5–8 years of regional FMCG or premium goods sales/channel management experience.
- Strong command of multi-channel strategies, distribution models, trade spend management, and ROI-driven promotional planning.
- Proven leadership in managing distributor networks, enhancing sales execution, and applying strong analytical and forecasting capabilities.
- Excellent communication, negotiation, and stakeholder management skills, with strategic thinking and market opportunity assessment abilities.

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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会社説明