

Channel Manager/ チャネルマネジャー（ビデオカメラ／レコーダー／ディスプレイ）

高待遇、ボーナス、キャリアアップ

募集職種

人材紹介会社

The SuperTalent Company Ltd (Superstars)

採用企業名

Video-centric IoT solution provider

求人ID

1580188

部署名

video cameras, recorders, access control systems, displays, management software

業種

その他（IT・インターネット・ゲーム）

会社の種類

中小企業（従業員300名以下）- 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 800万円

ボーナス

固定給+ボーナス

更新日

2026年04月13日 04:00

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

日常会話レベル

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

***For any inquiry about this position before applying from CareerCross, please contact 「 pavlo@gosuperstars.com 」 .**

My client is a global leader in video-centric AIoT solutions, specializing in advanced security and surveillance systems. They are looking for a **Japanese speaking Channel Manager**

Their main products include cameras, recorders, intercoms, displays, and software, and they have a track record of providing services in a wide range of fields such as construction, transportation, manufacturing, education, energy, finance, and environmental protection.

Core Requirement: We looking for a Japanese Local who has resided in Japan for pretty long period holding B2B sales experiences of video cameras, recorders, access control systems, displays, management software, etc.

Responsibilities

1. Channel management. Responsible for mastering and analyzing the industry channel situation, formulating effective channel strategies, providing resource support for channel customers in terms of sales, technology, products, etc., maintaining communication with channel customers, and jointly promoting product marketing and services, while collecting market and customer demand information;

2. Channel development. Responsible for the implementation of sales and marketing plans according to the company's marketing strategy, actively looking for and reviewing channel providers, and developing channel cooperation programs;

3. Brand promotion. Responsible for planning and organizing product promotion activities in the target market to enhance the regional influence of the company's product brand;

4. Sales management. Responsible for the implementation of the company's product and sales strategy promotion according to the company's marketing strategy, sales forecast, actively organize business negotiations with agents, strive for customer orders, complete sales targets, and ensure the collection of receivables

スキル・資格

Requirements

- Bachelor degree or above, major in international trade, marketing, business management, computer and electronics, etc;
- Knowledge of Video-centric and IoT solution is helpful
- Have good interpersonal and communication skills, keen market sensitivity and strong adaptability; have a high degree of enthusiasm for work, with marketing, channel strategy management and other knowledge;
- Good Japanese listening, speaking, reading and writing skills, can skilfully use Japanese to communicate with customers in written and oral;
- 2 Years experience with Product Marketing and Channel Development with experience in the Construction business.

会社説明