



ディストリビューションマネージャー / Distribution Manager

世界有数の建築工具のグローバルメーカー 120ヶ国展開

募集職種

採用企業名

日本ヒルティ株式会社

求人ID

1583777

業種

その他（不動産・土木建設）

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県, 横浜市都筑区

給与

1000万円～1300万円

勤務時間

フレックスタイム制度（コアタイム無）※1日あたり所定労働時間07時間30分、休憩：60分

休日・休暇

完全週休2日制（土日祝）

更新日

2026年06月18日 12:00

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

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

◀ Job Description & Position Highlights ▶

- Responsible for strategic planning and management of warehousing, transportation, and overall logistics at the Yokohama office
- The satisfaction of contributing to improved service quality through customer-centric logistics improvements and KPI management

- The sense of accomplishment that comes from driving organizational growth through new contract acquisition and project management
- Opportunities to collaborate with international teams and work autonomously in a multilingual environment

【Job Responsibilities】

We are looking for Distribution Manager to be the business partner and change leader to support our two sales approaches. One being Core Sales with small orders size, high frequency, high speed delivery and the other one being Large Project Sales with large order size, low frequency, high customization delivery.

This position should work closely with Asia North Regional team to drive long term strategy and implement Distribution initiatives.

- The person in charge is responsible for organizing, managing, and developing the functions of Customs, Haulage, Warehousing, Transportation and Customer experience.
- In order to achieve the company's goals and increase customer satisfaction, KPIs of the warehouse/transportation must be continuously improved and managed. To this end, it is necessary to identify the customer's logistics-related demand and propose services that can be introduced.
- Preparation and implementation for regular/irregular audits, etc. must be comprehensively managed.
- Establish a mid- to long-term network strategy, establish and implement feasible action plans, along with continuous review on the supply network strategy.

< Main Tasks >

- Warehouse Management (3PL management)
- Transport management (3PL management)
- KPI management
- Develop business by new contracts through RFQ Process (Bidding)
- Delivery network management
- Efficient logistics cost management
- Improving the logistics process/project management and logistics issues handling
- Managing the Logistics roadmap
- Compliance with regulation
- Team Member Management
- Customer Experience initiatives

< Who is Hilti? >

If you're new to the industry, you might not have heard of us. We provide leading-edge tools, technologies, software and services for the global construction sector. We have a proud heritage, built over 75 years, and a worldwide reputation for pioneering products and exceptional service. With some 30,000 people in more than 120 countries, which we're looking to expand, we're a great place for you to show us your worth, step up to new challenges and grow your career.

< Why should you apply? >

We have an excellent mix of people, which we believe makes for a more vibrant, more innovative, more productive team. So, if you've never worked in construction, that's fine with us.

Success at Hilti is down to teamwork and ability, regardless of your background.

スキル・資格

【Key experiences and Minimum criteria】

*Minimum experience / Skill

- Bachelor degree
- 7 years or more of the relevant experiences
- English and Japanese Fluent Required
- Understanding of the entire company process and business
- Effective communication skills with internal and external stakeholders (government officials, department employees, Hilti employees)
- Problem solving ability, customer-centered mindset
- Responsibility, integrity, fast work style report to Head of Logistics of Japan

会社説明