



Channel Sales Manager

募集職種

人材紹介会社
株式会社SPOTTED

求人ID
1585778

業種
ハードウェア

会社の種類
中小企業 (従業員300名以下) - 外資系企業

外国人の割合
外国人 半数

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 1300万円

歩合給
給与：歩合給込み

更新日
2026年05月04日 04:00

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

Sales Responsibilities:

Manage and achieve sell-in targets

- Set and achieve sell-in targets for assigned distributors for each period.
- Monitor distributor inventory to maintain stable sell-in and run rates.

Activate small reseller segment & POS data management

- Analyze POS (sales) data to visualize product performance and provide insights for promotional strategies and inventory planning.

Sales Enablement

- Educate on new product features and competitive comparisons.
- Plan and run seminars/training for small resellers.
- Approve or adjust special discounts and rebate rates for specific deals.

Operational Responsibilities:

- Handle the full order-to-delivery process
- Issue license keys
- Manage import/export-related tasks
- Process returns
- Coordinate shipments and collaborate with APAC operations/logistics team (Singapore)
- Confirm and adjust product schedules
- Arrange internal product shipments and manage other import/export operations
- Verify delivery dates and original invoices

スキル・資格

Must-have:

- Experience managing distributors in the IT industry
- Knowledge of end-to-end product order-to-delivery processes
- Business-level English

Preferred (nice-to-have):

- Experience analyzing sales performance
- Experience in import/export operations
- Experience with data analysis and report creation

会社説明