



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04月06日 16:04

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
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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
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会社説明