

Partner Manager – Japan/APAC | Global Logistics & Supply Chain

Japan & APAC Logistics | Remote Role

募集職種

採用企業名
Flash Global Logistics Inc.

求人ID
1610043

業種
物流・倉庫

雇用形態
正社員

勤務地
日本

給与
1100万円 ~ 1200万円

更新日
2026年10月28日 09:00

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
ビジネス会話レベル

日本語レベル
ネイティブレベル

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

Highlights

- **Japan & APAC Scope** – Manage and develop logistics partner relationships across Japan and the wider Asia Pacific region
- **Global Environment** – Work closely with regional leadership, partner teams, and customers across APAC
- **Remote Position** – Japan-based remote role with flexibility to travel
- **Partner Network Development** – Help strengthen and expand the company's logistics partner network, with an initial focus on Japan
- **International Logistics** – Utilize your experience in supply chain, import/export, warehousing, transportation, and trade compliance

About the Role

Department: Partner Management
Reports to: Senior Director, Asia Pacific

Location: Japan – Remote
Salary: 11.5 Million JPY

We are looking for a **Partner Manager** to join our Partner Management team and support our operations across Japan and the Asia Pacific region.

The primary focus of this position will be supporting the development and maintenance of our partner network in Japan, while also maintaining existing customer relationships and supporting business operations across APAC.

You will work closely with the Senior Director Asia Pacific, regional leadership, and the Partner Management team in Asia to manage partner relationships, service quality, cost control, compliance, and customer performance.

As our partner network in Japan continues to evolve, you will also play an important role in maintaining the continuity and availability of local agents and ensuring consistently high levels of service for our customers.

Key Responsibilities

Partner & Agent Management

- Develop and maintain agent relationships across Japan and the APAC region
- Review KPIs with agent stakeholders and drive performance improvements and corrective actions
- Proactively identify and develop alternative agent coverage to minimize service disruptions and strengthen network continuity in Japan
- Qualify new agents and negotiate service rate agreements under the supervision of the Regional Director/Operations Director
- Perform on-site and virtual audits of partner agents under the supervision of the Regional Director/Operations Director
- Support quality training and provide updates to Flashtrac users in Japan and across the region
- Identify opportunities to improve network efficiencies and drive quality improvements
- Maintain service compliance within the agent network
- Maintain and drive business margins within the region

Customer & Business Management

- Maintain existing customer relationships across APAC
- Drive consistency in delivering high-quality service to customers across Asia, building customer satisfaction and trust for further business development
- Manage customer review meetings on a weekly, monthly, and quarterly basis
- Maintain customer-required reporting on a weekly, monthly, and quarterly basis
- Support the Client Services Manager in preparing reporting materials for customer review meetings
- Work with Customer Facing Teams to develop customer reporting as required
- Support new customer implementations and new service implementations
- Manage new business implementation and support the development of new business pipelines
- Develop and update customer-specific SOPs with relevant stakeholders across the region
- Understand customer requirements and maintain service compliance within the agent network
- Maintain a high level of compliance in Trade Management business involving IOR/EOR activities
- Flexibly support other functions of the business, including internal customers

スキル・資格

Position Requirements

- **Native-level Japanese communication skills**
- **Business-level English in both written and verbal communication**
- Familiarity with logistics and supply chain operations
- Experience in after-sales warranty-related supply chain operations
- Excellent knowledge of general import and export regulations
- Excellent knowledge of warehouse operations and the transportation industry
- Professional knowledge of trade compliance and import/export activities involving high-tech materials
- Strong problem-solving skills and the ability to work with the team in a timely and responsive manner
- Proactive and responsive approach to customer requests, including anticipating operational risks, following through on agreed actions, and escalating issues when necessary
- Comfortable working in a global and cross-functional environment across different cultures and time zones
- Familiarity with Windows products
- Flexibility to travel as required

Preferred

- Previous experience working in an international company or supporting global operations

Why Join Us?

This is an opportunity to take on a regional role with an initial focus on **building and strengthening the partner network in Japan** while working with teams, partners, and customers across the Asia Pacific region.

You will be involved in a broad range of activities spanning **partner management, international logistics, service quality, trade compliance, customer management, and network development** in a global and cross-functional environment.

Equal Opportunity & Reasonable Accommodation

Flash Global is an Equal Opportunity Employer.

An applicant with a disability may request reasonable accommodation, if needed, to enable the applicant to apply for the position and participate in the interview process. A written request for reasonable accommodation must be made. The company reserves the right to request a physician's statement supporting the accommodation request.

会社説明