

Dealer Business Manager (Learning Sales)

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
Global Furniture Brand

求人ID
1617190

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
700万円 ~ 900万円

更新日
2026年10月29日 21:00

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
ビジネス会話レベル

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

The Brand is seeking a Dealer Business Manager, Learning Sales to drive business growth within the education sector in Japan. This position will focus on building relationships with learning dealers, educational institutions, international schools, and key stakeholders to promote the brand's active learning solutions and educational furniture portfolio.

The successful candidate will work closely with dealer partners to support their sales activities, improve profitability, and develop opportunities within the K-12, higher education, and international school markets. This role combines elements of business development, dealer management, sales support, and educational consulting, making it ideal for an individual who is passionate about education and enjoys building long-term partnerships.

Key Responsibilities
- Develop and grow business opportunities within the education sector across Japan.
- Manage and support assigned dealer partners, ensuring they have the tools, knowledge, and resources needed to succeed.
- Build relationships with international schools, private schools, universities, and other educational institutions.
- Conduct customer meetings, presentations, workshops, and product demonstrations focused on active learning

environments.
- Educate customers, dealers, architects, and designers on the brand's Learning solutions and the System portfolio.
- Provide dealer support related to pricing, specifications, lead times, proposals, and project coordination.
- Work collaboratively with Sales, Marketing, Workspace Futures, and Brand
- Communications teams to create impactful customer experiences.
- Identify new business opportunities and generate leads within the education market.
- Track market trends, customer needs, and competitor activities to support business growth.
- Support the full sales cycle from lead generation through project completion and post-installation follow-up.
- Maintain accurate sales activity records and contribute to sales forecasting and pipeline management.

Employee Benefits:
#NAME?

スキル・資格

Required Skills
- Fluent Japanese (business to native level) and business-level English.
- 3-5 years of professional experience in sales, business development, account management, customer success, education, or a related field.
- Excellent communication, presentation, and relationship-building skills.
- Strong interest in education, learning environments, or workplace design.
- Ability to engage with multiple stakeholders, including schools, dealers, and end users.
- Proactive and self-motivated with strong organizational skills.
- Comfortable working in a dynamic and international environment.
- Ability to manage multiple projects and priorities simultaneously.
- Bachelor's degree or equivalent professional experience.

Preferred Skills
- Experience selling furniture, interiors, educational products, technology, SaaS, or B2B solutions.
- Experience working in or with educational institutions, international schools, universities, or training organizations.
- Experience managing dealer, distributor, reseller, or channel partner relationships.
- Knowledge of educational furniture, classroom design, learning environments, or active learning concepts.
- Exposure to architecture, interior design, workplace strategy, or commercial real estate industries.
- Experience working in a multinational or highly international organization.
- Additional language capabilities beyond Japanese and English.

会社説明

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

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