

PR/097816 | Channel Program Manager

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント シンガポール

求人ID
1621105

業種
その他（商社）

雇用形態
正社員

勤務地
シンガポール

給与
経験考慮の上、応相談

更新日
2026年11月17日 10:00

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
流暢レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

Our client, a leading regional distributor and retailer of mobile phones, IT products, and consumer electronic, is hiring for Channel Program Manager.

The position will lead the expansion, optimization, and overall performance of the company's open-channel strategy within the market.

Responsibilities:

- Drive open-channel expansion by identifying new market opportunities, conducting channel mapping, and partnering with country teams to execute growth plans.
- Manage and optimize the company channel program, including outlet segmentation, tiering, qualification criteria, and lifecycle management.
- Monitor program performance through KPI tracking, productivity analysis, ROI measurement, and actionable

recommendations to improve commercial outcomes.

- Establish channel standards, promoter management frameworks, and best practices while working closely with regional and country stakeholders to ensure consistent execution.

Key Performance Indicators

- Open-channel coverage, white-space penetration, and channel program expansion.
- Store productivity, sell-out growth, and incremental sales contribution.
- Program ROI, promoter effectiveness, and resource optimization.
- Store compliance and adoption of channel program standards across markets.

Requirements

- Bachelor's degree in Business, Marketing, Sales, Retail Management, or a related field with 6-8 years of relevant channel, retail, or commercial excellence experience.
- Strong expertise in channel development, outlet segmentation, route-to-market strategies, and performance analytics.
- Proven program and stakeholder management skills, with experience managing retail, field sales, or promoter programs being advantageous.
- Excellent English communication skills, regional market exposure preferred, and willingness to travel across South Asia.

Interested applicant, please click APPLY NOW.

Jennifer Maria Hardicar
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R1987984

#LI-JACSG
#countrysingapore

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会社説明