



Michael Page

www.michaelpage.co.jp

Sales Account Manager - REMOTE work OK! - Global Beverage...

Regional Sales Account Manager

Job Information

Recruiter

Michael Page

Job ID

1491033

Industry

Bank, Trust Bank

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4 million yen ~ 7 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

August 20th, 2024 12:56

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

As the Off-Premise Regional Sales Account Manager, you will drive sales growth and market share across your designated region or area in Japan's off-premise channels.

Areas include: Tokyo, Fukuoka, Hiroshima, Hokkaido, Osaka, Nagano, etc.

You will be responsible for developing and executing strategic initiatives to optimize sales performance, manage key account

relationships, and ensure effective distribution of our portfolio.

Client Details

The company is known as the largest beverage alcohol brand. They have been dedicated to crafting premium beverages globally for almost 200 years!

Description

- Develop and implement sales strategies to achieve revenue targets in off-premise channels; Traditional Retail Stores, Online Retail Stores, etc.
- Manage key accounts, regional chains, wholesalers, and large retail outlets, to drive distribution, visibility, and promotional activities.
- Lead sales planning, budgeting, and forecasting processes for the region in alignment with company objectives.
- Analyze market trends, consumer behavior, and competitor activities to identify growth opportunities and recommend actions.

Job Offer

- Competitive salary and performance-based incentives over 7,000,000+ in total
- Opportunities for career advancement and professional development within a global organization.
- Products benefits

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Farras Ferro at +81368328679.

Required Skills

- Proven experience in FMCG sales, with a focus on off-premise channels and key account management.
- Proven track record of achieving sales targets and driving business growth in a competitive market environment.
- Strong analytical skills -- data analysis and reporting.
- Excellent communication, negotiation, and relationship-building skills (Japanese and English)
- Able to travel within the region when necessary

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