



Michael Page

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Channel Head Retail Sales - Tissue Brand

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Job Information

Recruiter

Michael Page

Job ID

1493831

Industry

Daily Necessities, Cosmetics

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Refreshed

September 12th, 2024 10:45

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Develop and implement strategies to achieve maximum profit and volume growth in the retail sales area, in alignment with senior management's direction. Lead and direct a team to optimize performance and manage all sales activities and distribution within the retail sector.

Client Details

This company is a leading player in the paper industry, specializing in innovative tissue products and solutions. With a strong presence in the market and a commitment to quality and sustainability, it serves a diverse range of customers from its headquarters in Tokyo.

Description

- **Strategic Planning:** Plan and prioritize sales activities and client engagements to achieve business goals, including managing costs and sales targets.
- **Client Relations:** Conduct regular strategic meetings with top management to discuss and refine business strategies.
- **Team Leadership:** Guide and support the team in negotiating with key clients and making critical business decisions.
- **Strategy Development:** Collaborate with Sales Operations, Marketing, Trade Marketing, and Finance to develop and implement effective strategies.

- **Portfolio Management:** Manage the business portfolio and segments in line with the agreed business development strategy.
- **Customer Development:** Maintain and expand relationships with existing and new customers through ethical sales practices and effective internal coordination.
- **Marketing Integration:** Execute marketing activities within budget and timelines, coordinating with other marketing efforts such as product launches and promotions.
- **Market Analysis:** Monitor market and competitor activities, providing relevant reports and insights.
- **Reporting:** Prepare status reports including activity summaries, sales closures, follow-ups, and goal adherence.
- **Communication:** Facilitate the development of profitable business relationships through effective communication and negotiation, both internally and externally.
- **Presentation:** Represent the company at external meetings and internal discussions, supporting business development and strategic initiatives.
- **Additional Duties:** Perform other related tasks as assigned.

Job Offer

- **Strategic Impact:** Shape and drive retail sales strategy for significant market growth.
- **Leadership Role:** Lead and inspire a skilled team, making impactful decisions.
- **Professional Growth:** Access to continuous learning and development opportunities.
- **Collaborative Environment:** Work in a supportive, innovative culture with cross-functional collaboration.
- **Flexible Workstyle:** Enjoy a balanced work-life arrangement with up to 2 days of remote work per week.
- **Competitive Compensation:** Receive a competitive salary and performance-based incentives.
- **Career Advancement:** Clear pathways for career progression and growth.
- **Dynamic Culture:** Thrive in an inclusive and engaging workplace that values creativity and diversity.

Page Group Japan is acting as an Employment Agency in relation to this vacancy.

Required Skills

The ideal candidate for the Channel Head, Sales Retail position will be a seasoned leader with a proven track record in retail sales management and strategic business development. They will possess exceptional leadership skills, capable of guiding and motivating a team of 10-14 professionals to achieve and exceed sales targets.

Key attributes include:

- **Strategic Vision:** Demonstrates a strong ability to develop and execute strategic plans that drive profit and volume growth, aligning with senior management's objectives.
- **Client Engagement:** Has extensive experience in building and maintaining high-level relationships with key clients, and excels in negotiation and strategic discussions.
- **Cross-Functional Collaboration:** Skilled in working effectively with Sales Operations, Marketing, Trade Marketing, and Finance teams to create and implement comprehensive strategies.
- **Analytical Acumen:** Possesses a keen analytical mind, with the ability to assess market trends, competitor activities, and business performance to make informed decisions.
- **Customer Focus:** Proven track record in optimizing customer satisfaction and business growth through ethical sales practices and tailored propositions.
- **Leadership and Team Management:** Demonstrates strong leadership qualities, including the ability to inspire and manage a diverse team, and make decisive actions in high-pressure situations.
- **Effective Communication:** Exhibits excellent verbal and written communication skills, with the ability to present and negotiate at senior levels effectively.
- **Adaptability and Resilience:** Shows resilience and adaptability in a dynamic environment, maintaining high performance under stress and changing conditions.
- **Goal-Oriented:** Driven by achieving ambitious goals and consistently delivers results that align with the company's strategic objectives.

Company Description

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