



【1000～2000万円】 チャネルセールス

外資系ソフトウェア企業での募集です。法人営業（その他）のご経験のある方は歓迎...

## Job Information

### Recruiter

JAC Recruitment Co., Ltd.

### Hiring Company

外資系ソフトウェア企業

### Job ID

1511550

### Industry

Software

### Company Type

International Company

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards

### Salary

10 million yen ~ 20 million yen

### Work Hours

09:00 ~ 18:00

### Holidays

【有給休暇】初年度 10日 1か月目から 【休日】完全週休二日制 【有給休暇】[年次有給休暇] 10日 ~ 20日 入社日か...

### Refreshed

January 30th, 2025 07:00

## General Requirements

### 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

【求人No NJB2268947】

### ■Channel Partner Management

Looking for talented enthusiastic and career minded individuals to join our sales organization. The Role is responsible for managing the Value Added Distributor (VAD) /Indirect Sales Partner (ISP) partner landscape across Japan region. This role focuses on the management and development of channel sale representatives and existing partner relationships and the onboarding and development of new channel partners in order to meet and exceed growth expectations in the region. This role will be instrumental in developing and managing the distribution business in the region. A close collaboration with the

other Channel Partner Managers Channel Sales Managers and Channel Operations Channel Marketing and Enablement is essential. The role owner will report directly to the Japan Head of Channels.

#### ■Duties and Responsibilities

- To meet/exceed assigned quota by driving sales indirectly through targeted strategic partners
- Drive Account Planning and annual business planning for all relevant ISP and VAD in the region
- Drive quarterly business review and planning sessions with relevant ISP and VAD
- Conduct accurate forecast process and pipeline reviews with ISP and VAD
- Ensure that channel partners understand marketing sales campaigns leverage and scale them to maximize results
- Implement business development activities and sales campaigns to drive incremental sales
- Develop programs and plans with VAD to recruit onboard and develop indirect partners to increase channel capability and market coverage
- Coordinate marketing efforts to support sales programs effectively
- Enable and support channel partners to develop and grow their business according to expectations
- Ensure that distribution partners deliver the agreed value to the reseller landscape
- Demonstrate and articulate a full understanding of products and strategy
- Conduct all business ethically and in line with company procedures and guidelines
- Frequent travel in Japan

---

#### Required Skills

- 10+ years of sales experience preferably in the Software Industry
- The ideal candidate has worked on both sides in Channel Sales and knows distribution but also the reseller business
- A proven track record of channel sales development
- Channel sales experience
- Strong experience in working in a multi cultural environment would be beneficial
- Experience in working with virtual teams across the regions is necessary

---

#### Company Description

ご紹介時にご案内いたします