

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

## Regional Sales Account Manager

## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1491033

## 業種

銀行・信託銀行・信用金庫

## 会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

400万円 ~ 700万円

## ボーナス

固定給+ボーナス

## 歩合給

固定給+歩合給

## 更新日

2024年08月20日 12:56

## 応募必要条件

## 職務経験

1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

ネイティブ

## 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

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.
- Product benefits

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

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### スキル・資格

- 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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### 会社説明

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