



Partner Manager - APAC

Worldwide Logistics Company!

募集職種

採用企業名

Flash Global Logistics Inc.

求人ID

1518835

部署名

Partner Management

業種

物流・倉庫

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

(ほぼ) 全員外国人

雇用形態

正社員

勤務地

日本

給与

経験考慮の上、応相談

更新日

2025年03月03日 00:00

応募必要条件

職務経験

3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 (英語使用比率: 75%程度)

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

POSITION TITLE: Partner Manager**DEPARTMENT:** Partner Management**REPORT TO TITLE:** Operations Director/Manager

LOCATION: Remote

POSITION SUMMARY

We're looking for a Manager to strengthen the partner network in Japan and oversee business operations across APAC. This role focuses on maintaining customer relationships, managing partner performance, and ensuring service quality and cost control. Collaboration with regional directors and the Partner Management team will be key to driving operational excellence.

Ready to make an impact? Apply now!

ESSENTIAL DUTIES AND RESPONSIBILITIES

Develop and maintain agent relationships across Japan and APAC within the supply chain network.

Review KPIs, drive performance improvements, and ensure logistics and service quality.

Train and support Flashtac users in the region.

Qualify new agents, negotiate service agreements, and conduct on-site and virtual audits under the Regional/Operations Director's supervision.

Identify opportunities to enhance supply chain efficiency and compliance.

Support customer service teams with reporting, SOP development, and new service implementations.

Support new customer implementations and develop new pipelines.

Understand customer requirements and maintain service compliance within the supply chain agent network.

Maintain high compliance standards for Trade Management (IOR/EOR).

Oversee business margins and new business implementation.

Collaborate with internal teams to ensure seamless supply chain operations and customer satisfaction.

This role is essential for maintaining a high-performance supply chain and logistics network across APAC.

POSITION REQUIREMENTS:

Consistently meet or exceed KPI .

Consistently meet or exceed customer expectations in both objective and subjective manners.

Be always proactive and responsive to customer requests.

Clearly demonstrate problem-solving capacity and ability to be timely and responsive by working with the team

Be a professional and knowledgeable in Trade compliance and Import and Export activities of high-tech materials.

Be positive and innovative and open to new suggestions and ideas.

Flexibility to travel.

スキル・資格

EDUCATION AND EXPERIENCE REQUIREMENTS

Business level English in both written and verbal communication is required.

Native-level Japanese communication skill.

Familiar with Windows products.

Familiar with Logistics and Supply Chain business.

Experience in After Sales Warranty related Supply Chain.

Excellent knowledge of general Import and Export regulations.

Excellent knowledge of warehouse operation and transportation industry.

FLASH GLOBAL IS AN EQUAL OPPORTUNITY EMPLOYER
ADA and Reasonable Accommodation

An applicant with a disability may request a reasonable accommodation, if needed, to enable the applicant to apply for the job and take part in the job interview. A written request for a reasonable accommodation must be made. We reserve the right to request a physician's statement supporting the accommodation request.

会社説明