

Job Detail

Manager Level

Position Title	Wholesales manager at a Luxury Brand
Recruiter Company	Michael Page International Japan K.K./マイケル・ページ・インターナショナル・ジャパン株式会社
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Logistics/Retail/Consumer/Fashion - Other
Industry	Fashion/Apparel/Accessory
Location	Asia Japan Tokyo
Job Description	<p>Lead and execute distribution strategies to drive brand growth in Japan, aligning with both global and local directives. Responsibilities include analysing sales performance, managing key accounts, and fostering strong partnerships.</p> <p>Description</p> <ul style="list-style-type: none"> * Achieve sales targets and analyse performance for growth opportunities. * Develop and implement sell-out activation to maximise sales delivery. * Manage distribution portfolio and key accounts for consistent sell-in growth. * Strategize new business opportunities and sales channels to increase brand awareness <p>Profile</p> <ul style="list-style-type: none"> * 5+ years of wholesale and/or retail sales management experience. * Strong communicator with effective leadership skills. * Fluent Japanese with basic English (ideally verbal communication) <p>Job Offer</p> <ul style="list-style-type: none"> * Opportunity to lead brand growth strategies in a dynamic international environment. * Competitive salary and benefits package. * Career development and growth opportunities within the organization. <p>To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Erina Ido on +813 6627 6073.</p>
Company Info	An internationally recognised brand in the fashion, watch, beauty, or related industries, dedicated to innovation and excellence. With a global mindset and a collaborative culture, this client offers a dynamic environment where employees are encouraged to bring fresh ideas to the table and drive impactful change.
English Level	Minimum Communication Level (TOEIC 225-470)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 7500K - JPY 10000K