

Job Detail

Manager Level

Position Title	★Hybrid work★ APAC Regional Sales Manager - Outdoor, Sports or Lifestyle industry
Company Name	OXO International, Inc.
Activated / Updated	2024-05-09 / 2024-05-09
Job Type	Sales/AE - Wholesale/Distribution/FMCG Sales Sales/AE - Foreign Trade Sales Sales/AE - Corporate Sales
Industry	Distribution/Retail
Location	Asia Japan Tokyo
Job Description	<p>As an Regional Sales Manager – Home & Outdoor, the ideal candidate will be responsible for managing and growing Hydro Flask and Osprey's international presence. This individual will be the primary point of contact for the accounts in APAC. In addition, this role will work with the team member in the U.S. and China etc.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> • Developing and managing customer relations for assigned accounts to deliver sales and marketing targets • Continuous review of assigned markets to identify opportunities / risks, to serve current and new customers in the territory • Build and promote strong, long-lasting relationships with distributors and understanding their needs • Exploring opportunities in new channels, product categories • Manage the Country/distributor budget and sales forecasting • Present sales, revenue and expenses reports and realistic forecasts to the management team • Identify emerging markets and market shifts while being fully aware of new products and competition status • Attending tradeshows, visiting customers, market visit in territory • Work as needed with the U.S. / China office to develop the international market beyond assigned territories • Working internally with the team to identify opportunities to improve performance • Support and resolve customer product inquires relative to regulatory, compliance and quality with the relevant functions within the Regional functional team and in the Headquarters
Company Info	<p>Built over decades, made of unique brands and by many people, Helen of Troy has become a world-class leader in consumer products for Health & Home, Housewares, and Beauty. Look around your home, you will find us everywhere. In your kitchen, living room, bedroom, and bathroom. Our unique brands and amazing products elevate people's lives around the world. Our team and vision are strengthened by our diversity. We create, we shape, and we define standards. We are Helen of Troy.</p> <p>We harness the power of one global team made of exceptional people with diverse skills and perspectives. Our pledge to hire people who feel and act like passionate owners is an essential component of our culture. Their commitment to continuous improvement keeps our products on the cutting-edge. This is how we delight our consumers and elevate each other.</p> <p>We welcome people as diverse as our brands. Therefore, we look for many qualities in potential candidates and encourage a curiosity for learning and an appetite to grow.</p> <p>Help us build the next 50 years of success.</p> <p>【others】 - No smoking in the office</p>
Working Hours	Monday to Friday 9:00am to 6:00pm 40 hours per week 1 hour lunch WFH Maximum 2 days per week
	【Prerequisite】

Qualifications	<ul style="list-style-type: none"> • 3+ years on proven track record on successful contribution as a sales representative or sales manager, consistently meeting or exceeding targets • Background selling to any retail channels or managing distributors preferred • Proven track record working in Outdoor and Sports or lifestyle industry is highly preferable • Proven ability to drive the sales process from plan to close <ul style="list-style-type: none"> • Those who are fluent in English and can comfortably communicate and negotiate with both foreigners and Japanese people (TOEIC score: 800 points or higher) <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Work visa holder <p>[What kind of person are you looking for] *Expected behavior, competencies, etc.</p> <ul style="list-style-type: none"> • Growth mindset, strong business acumen and industry expertise • Highly developed interpersonal, Self-motivated, independent, can-do-attitude, attention to details and patience • Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization in both English and Japanese • Proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook) <p>【Final Education】 University graduate or above</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 6000K - JPY 10000K
Salary Description	Commuting/ Transportation Allowance - Full payment Social insurance: Fully equipped with social insurance Retirement benefit system: No supplementary information pension system Education/ Training, team building overseas
Holiday Description	Five-Day Workweek Paid Holidays New Year's Holiday Annual Appreciation days Family leave Congratulatory and condolence leave