

## Job Detail

Entries Level

Position Title	No industry restrictions [Overseas business trips available] Overseas sales of a food trading company ~ Make use of your English skills / Good performance / Listed on the Tokyo Stock Exchange / 120 or more days off per year!
Company Name	O'will Corporation
Activated / Updated	2024-06-21 / 2024-07-08
Job Type	Sales/AE - Foreign Trade Sales Sales/AE - Corporate Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Tokyo
Job Description	<p>The company, which is a multifunctional trading company that develops globally with a focus on food, is recruiting more staff for overseas sales.</p> <p>*In consideration of the applicant's wishes and aptitude, we will confirm the following assigned departments.</p> <p>■ Business details:</p> <p>&lt;Section 2, Sales Department 1&gt; We will expand sales of products imported from suppliers in Eastern Europe (Austria, Poland, etc.) to major beverage manufacturers. In addition to strengthening relationships with existing suppliers (including quantity and price negotiations), we would also like to develop new suppliers. Using business English, we will also handle price, quantity, and contract negotiations on your own.</p> <p>&lt;Second Section 2, Sales Department 2&gt; This department promotes sales of processed agricultural products (mango and banana puree, etc.) to dessert and beverage manufacturers. In addition to existing customers, we will also take care of the development of new overseas suppliers and the development of new domestic sales customers. Using business English, we will also handle price, quantity, and contract negotiations on your own. Support will be responsible for trade business, but those who understand the general flow are welcome.</p> <p>*Basically, products are procured from overseas and sold in Japan.</p>
Company Info	<p>[Characteristics of the company]</p> <p>(1) Strengths: We are an "independent" and "multi-functional trading company" that combines the fine-tuned responsiveness of a specialized trading company and the comprehensive strength of a major trading company. We continue to grow by leveraging our three strengths: "procurement power," "top-class market share," and "independence."</p> <p>(2) Wide range of merchandise and sales destinations: We handle 8,000 merchandise items and have 500 suppliers/sales destinations each.</p> <p>(3) Future outlook: We will continue to refine our wide range of functions and expertise, and aim to expand our business globally as a unique and original trading company.</p> <p>&lt;Second Section 2, Sales Department 2&gt;</p> <ul style="list-style-type: none"> <li>Organizational structure 2 managers (30s), 4 members (20s-30s), 5 supporters, 11 people in total</li> </ul> <p>[Attractive point]</p> <ul style="list-style-type: none"> <li>You can use your English skills globally, such as overseas business trips to countries around the world and business negotiations. (Approximate business trip period from 1 week)</li> </ul> <p>*Secondary smoking measures: There are indoor smoking areas</p>
Working Hours	<p>9:30-18:00 (regular working hours: 7 hours 30 minutes) Break time: 60 minutes (12:00-13:00) Existence of overtime work: Yes</p> <p>*Overtime work 15-25 hours/month There are waves of busyness</p>

Qualifications	<p>[Required conditions]</p> <ul style="list-style-type: none"> <li>• University or graduate school graduate or above</li> <li>• 2+ years of experience in corporate sales and 1+ years of experience studying abroad or working holiday</li> </ul> <p>→If you have experience in corporate sales, the industry of your previous job is not important</p> <ul style="list-style-type: none"> <li>• Business-level English skills (TOEIC score 735 or above)</li> </ul> <p>[Preferred conditions]</p> <ul style="list-style-type: none"> <li>• Previous experience in food manufacturers or trading companies</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4500K - JPY 5000K
Salary Description	<p>5 million yen to 5.35 million yen</p> <p>*The estimated annual salary includes the estimated overtime pay of about 20 to 30 hours per month.</p> <p>Commuting allowance, health insurance, welfare pension insurance, employment insurance, workers' compensation insurance, retirement benefits system</p> <p>&lt;Supplementary information on each allowance/system&gt;  Salary increase: Yes  Overtime allowance: Yes  Commuting allowance: Paid up to 150,000 yen per month  Social insurance: No supplementary information  Retirement allowance system: Reemployment system available. 401K.</p> <p>&lt;Retirement age&gt;  60 years old</p> <p>&lt;Supplementary information on education system/qualification assistance&gt;  For several months after joining the company (period may vary depending on the individual's experience/skills, etc.), training and handover will be conducted at the head office. OJT is the main focus.</p> <p>&lt;Other supplementary information&gt;  Employee stock ownership plan, recreation facility (Atami)  ■Bonuses are paid twice a year (June and December).</p>
Holiday Description	<p>Two days off per week (holidays are weekends and holidays)  10 to 20 days annual paid vacation (the minimum number of days is the number of days granted after six months of employment)  120 days off per year</p> <p>Holidays: 2 full days off per week (Saturdays and Sundays), public holidays  Holidays: Year-end and New Year holidays (December 31 to January 3), celebrations and condolences, special holidays  * First year paid vacation: 10 days (However, the number of days granted varies slightly depending on the timing of joining the company.)</p>
Nearest Station	Work location nearest station: Ginza Line/Hanzomon Line/Aoyama-itchome Station