

Job Detail

Staff Level

Position Title	Sales (European and American market development)
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-06
Job Type	Sales/AE - Advertising/Media Sales Sales/AE - Foreign Trade Sales Planning/Marketing/PR - Sales Planning
Industry	Telecommunications/Information Services
Location	Asia Japan Tokyo
Job Description	<p>[Job overview] As an app advertising salesperson, you will be entrusted with the following tasks in the European and American regions.</p> <ul style="list-style-type: none"> • Development of new clients • New media development • Front desk support for existing clients • Front support for existing media • Creation of various documents • Overseas market research and information gathering, etc. <p>◇European and American markets: new development strategy In addition to meeting the detailed needs of our clients, our strength lies in the delivery of advertisements that accurately capture the behavioral psychology of end users. We plan to approach Western companies (game industry, app development companies, major advertising agencies, web media, etc.) that are planning to enter Japan. In particular, we believe that this area is an attractive market with great potential, and we will utilize the personal connections and know-how that we have cultivated so far. I would like you to think about strategic planning from a new perspective while using it.</p> <p>◇ About the ratio of each work We will decide the work you will focus on according to your experience and aptitude.</p> <p><Career step> Career planning is done individually according to career orientation. ex.)</p> <ul style="list-style-type: none"> • Committed to sales strategy and market development as a sales professional • Lead the team as a manager of the overseas business department • Develop business development skills • Lead the expansion of the division to other countries <p>【point】</p> <p>◎Because it is a small and elite organization, an environment where our efforts are directly reflected in business growth</p> <p>◎ One of the action guidelines is "A culture that does not blame aggressive behavior."</p> <p>◎Company pays for books required for work, seminar participation fees, etc.</p> <p>◎Average overtime work 12 hours: I am conscious of working on my work with high productivity while keeping a good balance between on and off work.</p>
Working Hours	<p>Working hours division: Flextime system Core time: Available (11:00~15:00) Flexible time: Available (7:00-11:00, 15:00-22:00) *Standard working hours: 10:00-19:00</p>
	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • English: business level • Japanese: N1 or higher or native • Chinese: business level or native • Sales experience: 1 year or more (regardless of industry) <p>[Welcome conditions]</p>

Qualifications	<ul style="list-style-type: none"> • Study abroad experience in Europe and America • Corporate sales experience • Work experience related to web marketing <p><People we want></p> <ul style="list-style-type: none"> • I want to work at a venture company • Able to work while being aware of teamwork • I want to improve my expertise in the areas of app advertising and web advertising • Open communication style <p>[About the team] Currently, the team consists of 6 people. It consists of members with diverse backgrounds who actively exchange opinions and support each other.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 6500K
Salary Description	<p>【Welfare】</p> <ul style="list-style-type: none"> • Incentive: * Target: Sales advertising operation • Award system: There are various award systems once a month and Q, and awards such as prize money and dinner incentives are given. • Full subsidy for books (advance application required) • Full subsidy for seminar participation fee (advance application required) • Moving fee subsidy / 30,000 yen *For employees who have been with the company for six months or more • Full subsidy for vaccination costs • In-house events (welcome party, BBQ, cherry blossom viewing, etc.) • Relaxation subsidy system (partial subsidy for massage and gym fees) • Lunch subsidy • Internal communication activation assistance • Club activities (movie club, game club, etc.) *Currently active once or twice a month • In-house study session • New business contest • Employee referral system • Commercial PC selectable / MacBook or Windows • Satellite work at a cafe is possible • Commuting in plain clothes is allowed • No smoking inside the company • Side jobs OK • Telephone bill subsidy <p>[Estimated salary]</p> <ul style="list-style-type: none"> • Annual income: 4 million yen to 6.5 million yen • Monthly basic salary: 285,000 yen to 465,000 yen <p>*Fixed overtime allowance is 74,133 yen to 120,954 yen for 45 hours and 0 minutes per month. *Additional payment for overtime hours for excess overtime work</p>
Job Contract Period	Trial period: Yes (three months)