

Job Detail

Entries Level

Position Title	Telework available once a week [Inexperienced welcome] Sales (in charge of the automobile industry) Work-life balance ☺ Overtime 20 hours
Company Name	SunWell Solutions Co., Ltd.
Activated / Updated	2024-03-13 / 2024-03-13
Job Type	Sales/AE - HR Sales Consulting - Recruitment Consulting Sales/AE - Corporate Sales
Industry	Staffing Agency
Location	Asia Japan Tochigi Asia Japan Hiroshima
Job Description	<p>*We are recruiting at both our Utsunomiya and Hiroshima sales offices at the same time, so we welcome applications from people who have experience studying abroad or working in the service industry and want to take on the challenge of sales.</p> <p>【Mission】 You will be engaged in sales activities for dispatching foreign engineers and engineers.</p> <ol style="list-style-type: none"> 1) We regularly visit the management level (managers, section managers) of our customers, automobile manufacturers (Honda, Subaru, Hitachi Construction Machinery, etc.) and primary automobile parts manufacturers (Koito Seisakusho, Kiriu, etc.) in the three northern Kanto prefectures. We will interview you about the position, work content, and required conditions for the engineer you need, and then convey what we learned to the in-house engineer recruitment department. 2) The engineer recruitment department will present candidates that match the interview details and will make a proposal to the customer. 3) Arrange and attend an interview (in person or remotely) with the person of your choice from among the proposed candidates. Candidates are often overseas, having graduated from universities and graduate schools in countries such as India and Vietnam, and are talented individuals who are active globally. 4) Once the interviewed candidates are successful, we will work out contract terms with the customer. 5) We will support candidates with notifications to government offices and moving into a new home from the time they arrive in Japan until they begin work. After that, we will continue to provide various support such as advice on living in Japan and negotiations for salary increases. 6) If necessary, we will also develop new customer companies. Your boss, the Utsunomiya sales office manager, will serve as your mentor and provide you with thorough and thorough guidance. We will also accompany you when visiting customers. The approximate time distribution for work is as follows. You will be responsible for maintaining a good balance between following up on existing customers, developing new customers, and supporting dispatched engineers. <ol style="list-style-type: none"> 1) Sales activities for existing customers (automobile manufacturers, etc.) in the three prefectures of northern Kanto: 40% 2) Support for engineers dispatched to the above companies: 30% 3) Sales activities for new customers in the three northern Kanto prefectures (tele appointments, visits): 30% <p>Selection process: 3 interviews</p>
	<p>[Utsunomiya Branch] One person in their 30s is currently enrolled.</p> <p>[Hiroshima Branch] People in their 30s and 20s (foreign nationals) currently enrolled</p> <p>[About company culture and attractive points]</p>

Company Info	<p>■ Ability to work in a global environment. The Yokohama head office alone has employees from 6 countries, and the group as a whole has employees from 13 countries. It is also necessary to work together with employees of overseas subsidiaries. You can hone your English skills and international business acumen in a multinational environment.</p> <p>■ We are dealing with Japanese social issues as a business. Our company supports the social issues of declining birthrate and aging population from the perspective of people. Aiming for the absolute position of "dispatch of foreign engineers", we continue to face problem solving every day in order to become a company that has an impact on the world.</p> <p>■ We can suggest engineers from all over the world who can work immediately. One of our strengths is that we can search for engineers from all over the world using the human resources database of our affiliated companies. In addition, we not only recommend experienced engineers rather than technical intern trainees, but we also provide thorough lifestyle support so that our engineers can concentrate on their work.</p> <p>■ You can lead a life with a good work-life balance. In the human resources industry, where there is a lot of overtime, our average overtime work is 10 hours, which allows us to lead a balanced life. We are also actively working to encourage men to take childcare leave.</p>
Working Hours	<p>Prescribed working hours 8 hours break 60 minutes Flextime system (core time: 10:00 to 17:00) [Example of working hours] 8:00-17:00, 9:00-18:00 Overtime: Yes (average overtime: 20 hours)</p>
Qualifications	<p>~High school graduates and above welcome~</p> <p><Requirements> - 2 years or more of some kind of customer service experience (e.g. store sales staff, tour conductor, customer support, airport ground staff, kindergarten teacher, hotel concierge, nurse, English teacher, etc.) <ul style="list-style-type: none"> • English proficiency equivalent to a TOEIC score of 650 or higher. (especially conversation) • Automobile regular license *Paper driver not available </p> <p><Optional conditions> <ul style="list-style-type: none"> • Corporate sales experience • Science and engineering degree • Overseas work experience, study abroad experience </p> <p><Ideal person image> <ul style="list-style-type: none"> • Positive person - Serious and eager to learn (able to study spontaneously) • Person with an honest personality (a person who is able to listen to the advice of their superiors honestly) </p> <p>) <ul style="list-style-type: none"> • Logical thinking (there are no logical breakdowns in the story) </p>
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 3500K - JPY 4000K
Salary Description	<p>Estimated annual salary: 3,240,000 yen to 3,909,000 yen (The average annual salary at our company is 1.2 months x 2 per year, so the sum of base salary x 2.4 months' bonus amount and 12 months' worth of monthly salary) amount)</p> <p>Monthly salary 233,000 yen to 281,000 yen Basic salary 185,000 yen - 224,000 yen Fixed overtime pay 30 hours 45,000 yen to 54,000 yen Sales allowance 3,000 yen</p> <p>■ Welfare benefits <ul style="list-style-type: none"> • Health insurance: Yes • Welfare pension: Yes Workers' compensation insurance: Yes Employment insurance: Yes • Commuting allowance: Up to 30,000 yen • Work from home system: Yes (once per week in principle) • Learning support system (schooling cost assistance, English learning, career consultant, IT passport, etc.) • Qualification acquisition support system (payment of qualification acquisition congratulatory money, TOEIC, career consultant, IT passport, etc.) • Startup support system (up to 10 million yen) • Birthday gift system (Amazon gift card present) </p>

Holiday Description	<p>120 days a year (breakdown: 2 days off per week, Saturdays and Sundays, national holidays) Summer vacation, year-end and New Year holidays, long service leave (5 years/10 years) Congratulatory and condolence leave, founding anniversary leave (June 3) Paid vacation (10 days after 6 months of employment, maximum granted 20 days) Congratulatory or condolence leave, maternity leave, maternity leave, childcare leave</p>
Job Contract Period	full-time employee
Nearest Station	<p>[Utsunomiya Branch] Utsunomiya Axis Building 309, 1-1-1 Chuo, Utsunomiya City, Tochigi Prefecture [Hiroshima Branch] Room 8F-C, WAKO Inari Ohashi Building, 1-11 Ginzaicho, Naka-ku, Hiroshima City, Hiroshima Prefecture</p>