

Job Detail

Staff Level

Position Title	EOR Business Sales Representative / Overseas Work Possibility / Business Startup Phase
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 - Foreign Trade Sales Sales/AE - Corporate Sales Sales/AE - HR Sales
Industry	Employment Agency
Location	Asia China Shanghai
Job Description	<p>▼Overview The EOR business is a business with high potential that has the potential to lead the next generation, launched in January 2023! EOR (Overseas Employment Agency) service is a new type of employment model that enables employment of local human resources in various countries and regions without establishing a local subsidiary. In particular, the market has expanded rapidly due to the spread of remote work after Corona, and it is estimated that the market size is over 1 trillion yen! In the EOR business, we are already able to provide employment agency support in more than 100 countries through collaboration with partner companies. In general, EOR businesses often only perform the employment agency part, but in our EOR business, we also offer recruitment services, which is Leverages' specialty.</p> <p>▼Details of work *Both ① and ② use Japanese and English to develop new companies and job seekers. (1) Global corporate sales Mainly for Chinese, European, American, and Japanese companies, we will position ourselves as a Japanese HR company with bases in Asia and conduct corporate sales. There are various tasks such as sourcing, business negotiations, post-contract follow-up, CRM, and so on. ②Global headhunting Depending on the customer, the demand for recruitment may be acquired at the same time. In that case, we will headhunt and introduce human resources that match the job offer.</p> <p>▼Attractive position</p> <ul style="list-style-type: none"> • You can use multiple languages and be active globally • Possibility to work overseas if the business expands in the future • Acquire a wide range of skills to create a system that produces results • Experience the launch phase of a new business • Experience on both the company side and the human resource side
Working Hours	9:00-18:00
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • Japanese business level • Business level English or Chinese • More than 1 year of sales experience <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Overseas sales experience using multiple languages
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Chinese Level	Business Conversation Level

Salary	Depends on experience
Salary Description	<p>【Welfare】</p> <ul style="list-style-type: none"> • Commuting allowance, communication allowance, five insurances and one money <p>[Salary]</p> <ul style="list-style-type: none"> • Experienced: monthly salary 12,500~18,000 yuan • Inexperienced: Monthly salary 8,000~12,000 yuan
Job Contract Period	Trial period: 6 months