

Job Detail

Entries Level

Position Title	Inexperienced and second new graduates welcome! Facility Management Corporate Sales <Future Executive Candidates>
Company Name	Globeship Sodexo Corporate Services K.K.
Activated / Updated	2024-04-26 / 2024-05-10
Job Type	Sales/AE - Corporate Sales General Affairs/HR/Legal - General Affairs Sales/AE - Construction/Real Estate Sales
Industry	Real Estate/Property Management/Facility Management
Location	Asia Japan Tokyo
Job Description	<p>1. Business content</p> <p>You will learn various practical skills regarding the various facility management (FM) services provided by our company, based on your past experience and your wishes.</p> <p>After that, based on your practical experience, knowledge, skills, and aptitude, you will be assigned to a wide range of positions, including corporate sales positions, site manager positions, and back office (head office) positions.</p> <p>*In the future, I would like him to advance his own career as a management executive and contribute to the further development of the company.</p> <p>In the sales position, you will be involved in various proposal sales for facility management to new customers or existing customers (B to B). We offer planning proposals throughout the year and spot proposals that meet customers' timely needs. Furthermore, for entrusted projects, we will be in charge of a series of operations until they get off the ground.</p> <p>2. The charm of the job</p> <ul style="list-style-type: none"> • Work as part of a team at a top-class global company. • You can learn a wide range of facility management (FM), which is essential for the strategic management of companies. • Because we have direct contracts with each global company, you can experience cutting-edge FM business. • You will be able to acquire and utilize English communication skills (from daily conversation to business level). • There are many opportunities to work and learn with senior employees and customers who have professional skills and experience in each service. <p>3. Flow after joining the company</p> <p>After the training, you will learn various practical skills necessary for facility management sales under the supervision of a senior resident at a client company. (Work example)</p> <ul style="list-style-type: none"> • Vendor management (quality control, contract management, ordering and invoice processing, work schedule adjustment, quotation requests, business meetings, negotiations, etc.) • Help desk operations <p>- Collaborate with clients and provide services in response to inquiries and complaints.</p> <ul style="list-style-type: none"> • Facility patrol, minor equipment inspection • Creating various reports, proposal materials, etc.
Company Info	<p>Globeship Sodexo Corporate Services Co., Ltd. was established by Globeship Co., Ltd., a pioneer in facility management business in Japan, and France's Sodexo S.A., a major global facility management and food service company. It is a joint venture.</p> <p>Utilizing the know-how and networks of both companies, we are developing an Integrated Facility Management (IFM) business with a focus on non-core business outsourcing services and food services at the Japanese bases of major foreign companies.</p> <p>We provide high value-added facility management (FM) services in a wide range of fields including food services, concierge services, office design, etc. for all environments in which our customers operate, including facility management. We will contribute to improving productivity, strengthening competitiveness, realizing</p>

	<p>environmental management, and increasing engagement.</p> <p>Key Qualifications</p>
Working Hours	8 hours of actual work, basically from 09:00 to 18:00
Qualifications	<p>1. Skills/Qualifications [Required] None [Welcome] TOEIC score of 800 or above is required *As for the ability to use English, as long as you have the desire to learn it, you will be fine.</p> <p>2. About the person image</p> <ul style="list-style-type: none"> • People who are good at communicating with people • A cooperative person *A flexible person • People who can take spontaneous actions • People who can work with a desire to grow and improve themselves
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 3000K - JPY 5000K
Salary Description	<p>Annual income: 3.22 million to 5.04 million yen *Determined according to experience, skills, etc.</p> <p>*230,000 to 360,000 per month (overtime paid separately) + bonus twice a year</p> <p>Full transportation allowance, health insurance, employee pension insurance, employment insurance, nursing care insurance (for those aged 40 to 65), paid vacation (paid after trial period), retirement allowance system, qualification allowance, qualification acquisition support system, family Allowance (only for applicable persons)</p>
Holiday Description	<p>Holidays: Approximately 2 days off per week, mainly on Saturdays, Sundays, and public holidays</p> <p>*Depending on order status, work may be substituted on Saturdays, Sundays, and public holidays.</p>
Job Contract Period	Full-time employment (3 months trial period)