

Job Detail

Staff Level

Position Title	[Cross-border marketing sales/shifting to a global environment] Transmitting information from Japan to overseas! Enhance your expertise by proposing cross-border x digital marketing projects
Company Name	ENGAWA株式会社
Activated / Updated	2025-04-11 / 2025-04-11
Job Type	Sales/AE - Advertising/Media Sales
Industry	Publishing/Advertising/Printing/Broadcasting
Location	Asia Japan Tokyo
Job Description	<p>▼The charms of Japan → Spread the word overseas! We are looking for a planning salesperson to propose cross-border promotion plans!</p> <p>ENGAWA handles a wide range of overseas promotional projects for English-speaking countries (North America, Europe, Oceania), Greater China, East Asia, and Southeast Asia. While staying in Japan, you will understand the trends in the relevant region and propose optimal measures to clients. Many requests are received through AnyMindGroup's overseas offices, so it is an environment where domestic and international issues can be solved with resources including overseas.</p> <p>Working with national clients and major brand companies, you will create and propose promotion plans, both online and offline, with a focus on marketing measures using foreign influencers. This is a rewarding position where you will be directly involved in the cross-border marketing measures of famous brands.</p> <p>▼Job Description</p> <ul style="list-style-type: none"> • Cross-border promotion planning and proposal sales (new/existing) <p>*For new sales, you will make proposals for cases tossed up by the inside sales team and then take orders</p> <p>*You will also be responsible for deep sales to existing customers (cross-selling and upselling)</p> <ul style="list-style-type: none"> • General front-line communication with clients, such as requirements hearing, planning, creating proposals, proposal presentations, and taking orders • Project management (progress management, etc.) from marketing measures from project acceptance to delivery • Effectiveness measurement and reporting for each measure <p>◎About English ability</p> <p>The team is made up of overseas members who are fluent in Japanese and production members with extensive overseas experience, so project direction that requires a foreign language can be left to the production team. You will be in charge of many English projects while facing clients, but language skills such as English are not an issue. Of course, there is an environment where those who are confident in their English skills can make full use of their skills.</p> <p>▼Attractions of the job</p> <ul style="list-style-type: none"> ●We develop promotion support business in a wide range of markets, including Europe, the US, China, and Asia. Our strength is that we develop global solutions in the true sense of the word, not limited to a specific region. ●We have many collaborative projects with the overseas offices of AnyMind Grp, which has a strong brand presence in digital marketing, and we also jointly propose both Japanese and overseas strategies for Japanese multinational companies. ●There are many members on the team who are from overseas or have extensive overseas experience, so you can further develop your expertise in a global environment. <p>*Major clients: Major business companies (cosmetics/food manufacturers, apparel manufacturers, and many others), government agencies/prefectural and local governments, etc.</p> <p>-----</p> <p>[Work style] Work at Roppongi Hills headquarters, flextime system</p> <p>*Not fully remote. We are looking for applicants who can work at the Tokyo headquarters.</p>

Company Info	<p>▼Message from Murai, Head of Cross-Border Marketing</p> <p>Q. What kind of people would you like to join ENGAWA?</p> <p>A. We are looking for people who can create their own opportunities and pursue growth. ENGAWA is trying to create new value in the seemingly contradictory fields of global business and regional revitalization. Therefore, I think that people who are not bound by traditional frameworks and can take on challenges with their own ideas will be able to thrive.</p> <p>Particularly impressive was an example of an employee in his second year at the company who planned and realized a new project with a local government on his own. I am convinced that people who can find new possibilities, not just within the role they are given, will shine in our company.</p> <p>◆Company appeal ENGAWA is involved in the publication and management of the English media "Tokyo Weekender," which has a long history of over 50 years in Japan, promotional activities using foreign influencers, and the AWARD project "Omotenashi Selection," which spreads the good things of Japan to the world. As of January 2021, we have become a subsidiary of AnyMind (1,590 employees globally), a digital solutions company with 23 locations in 15 countries that operates a wide range of businesses, including influencer marketing and D2C support. Through group synergy, we are further strengthening our overseas marketing to companies and local governments, as well as our support for promoting and selling Japan brands.</p> <p>* Passive smoking measures: Smoking is permitted indoors in designated smoking areas.</p>
Working Hours	<p>標準労働時間：10時～19時（8時間00分 休憩60分）フレックスタイム制（コアタイム：有 10:00～14:00）</p>
Qualifications	<p>▼Experience/personality required</p> <ul style="list-style-type: none"> ◎3+ years of experience in corporate sales proposals (intangible products such as advertising and marketing materials) ◎Experience in deep-rooted sales to existing clients or new sales development ◎Japanese language skills to create proposals <p>[Experience that is desirable]</p> <ul style="list-style-type: none"> ・ Sales experience at a general advertising agency ・ Knowledge of digital marketing and inbound markets ・ English language skills ・ Enthusiasm to grow through work in a global environment <p>(Half of the department members are foreign nationals. Many members have lived overseas for a long time)</p>
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 6500K
Salary Description	<p>[Salary/benefits]</p> <p>■Estimated annual salary: around 4 million yen to 6.5 million yen *Salary will be determined taking into account your experience and skills</p> <p>monthly salary system Monthly salary 333,334 yen ~ 541,667 yen</p> <p>*Monthly salary includes 45 hours of overtime work allowance and 40 hours of late night work allowance. (In the case of a monthly salary of 333,334 yen, the breakdown is basic salary 235,534 yen, overtime work allowance 83,000 yen, and late night work allowance 14,800 yen)</p> <p>■Trial period: Yes (3 months) Working conditions during trial period: 90% of monthly salary</p> <p>■Salary revision: twice a year</p> <p>■Commuting allowance: Paid based on company regulations</p> <p>■Complete social insurance</p> <p>■Standard working hours: 10:00 to 19:00 (8 hours 00 minutes break 60 minutes) Flextime system (core time: 10:00-14:00)</p> <p>■Overtime/Yes Fixed overtime pay system 45 hours *Excess amount paid The system includes a late night work allowance, but as a general rule, we manage to avoid late night overtime.</p> <p>■Holidays: Saturdays, Sundays, holidays, year-end and New Year holidays, paid</p>

	<p>vacation (granted according to regulations after 6 months of joining the company)</p> <p>■Work location: Roppongi Hills Mori Tower 20F/31F, 6-10-1 Roppongi, Minato-ku, Tokyo *Works at Roppongi Head Office. The position will not be fully remote, so we are looking forward to applications from those who can work in Tokyo.</p> <p>■Measures against passive smoking: There are areas where smoking is allowed indoors.</p> <p>■Selection flow Document screening → First interview (online) → Second interview (online) → SPI/Final interview (face-to-face) → Offer *Applicants may be asked to submit assignments before the final interview.</p> <p>-----</p> <p>April 1, 2024 In accordance with the revisions to the Labor Standards Act, etc., we will clarify the scope of changes.</p> <p>i. Scope of change in work to be undertaken * Clarification of the scope of legal changes (business content): General business operations of our company and AnyMind Group companies</p> <p>ii. Scope of change in work location * Clarification of the scope of legal changes (work location): Our Tokyo office, AnyMind Group bases, and other locations designated by the company.</p>
Holiday Description	<p>■ Holidays: Saturdays, Sundays, public holidays, New Year's holidays, paid vacation (granted according to regulations after 6 months of employment)</p>
Job Contract Period	<p>■ Employment status: Full-time employee (no set term)</p>
Nearest Station	<p>Tokyo Metro Hibiya Line "Roppongi Station" Exit 1C 3-minute walk Toei Subway Oedo Line "Roppongi Station" Exit 3 6-minute walk</p>