

Job Detail

Staff Level

Position Title	[Inexperienced in the industry welcome] New development sales position @ Tokyo or Osaka Active in a DX-promoting international logistics company Remote and flexible support possible
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Corporate Sales Administrative - Logistics/Materials & Purchase Control Administrative - International Affairs
Industry	
Location	Asia Japan Tokyo
Job Description	<p><Main duties></p> <ul style="list-style-type: none"> • Development of business partners (partners) • Conducting business negotiations and consulting with logistics personnel or management of manufacturers and trading companies who import and export • Hearing about customer issues → Speeding up provision • Conclusion of annual contract including customer/carrier • Customer management and retention to achieve numbers • Increase share rate • Negotiation of competitive freight rates • Process optimization for customer acquisition
Company Info	The company, which is challenging the DX and digitalization of international trade, which is a 100 trillion yen market, completed funding in 2021. As a small, elite startup that develops its own services, it is possible to take on social issues with great discretion. We are constantly striving to improve our work and ease of working, and it is possible to thrive while emphasizing work-life balance.
Working Hours	9:00-18:00 (including 1 hour break)
Qualifications	<ul style="list-style-type: none"> • Person with 2-3 years or more of corporate sales experience (especially in the trade field) • People who are bright and positive, have patience and the ability to respond flexibly • Those who are comfortable with English (because we will be communicating with overseas agencies via email and occasional phone calls) and using the system.
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 7000K
Job Contract Period	Full-time employment