

Job Detail

Staff Level

Position Title	[Overseas Sales] Responsible for import/export of fruits and vegetables and new business
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 - Logistics Sales Administrative - International Affairs
Industry	Distribution/Retail
Location	Asia Japan Hyogo
Job Description	<p>[Job summary] You will be responsible for our existing business overseas sales (sales activities for overseas trading companies in the export business of our main domestic fruits and vegetables (apples, etc.)) and new business initiatives.</p> <p><Existing business> We also go to the market to negotiate prices and inspect products.</p> <p><New business initiatives> <ul style="list-style-type: none"> Although information sharing is required, you are free to take on the challenge of developing relationships from suppliers to sales destinations, not only for fruits and vegetables but for anything that will generate sales. Depending on the products we handle, we can handle not only overseas sales but also domestic sales. We have a track record of multiple projects that have progressed from employee communication to commercialization. Rather than individual quotas, it is an environment in which a small number of talented people work together to achieve sales targets for the entire department. Business trips (including overseas business trips) are approximately 1-2 times a year (1-2 nights/time). </p>
Working Hours	<ul style="list-style-type: none"> Flextime system available (scheduled working hours 8 hours) Core time: 10:00-15:00 Break: 60 minutes Overtime: Yes
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> Overseas sales experience English skills (business practical level) Basic OA skills (Excel, Word) <p>*Sales may also perform duties such as creating documents such as purchase orders and tabulating tables using mathematical formulas.</p> <p>[Welcome conditions]</p> <ul style="list-style-type: none"> Chinese (Mandarin) skills (business practical level) Domestic sales experience Experience in developing new businesses and launching new businesses <p>〈The person you are looking for〉</p> <ul style="list-style-type: none"> Those who can think freely without being bound by existing frameworks and act with light footwork. Those who can understand the overall trade flow and processing <p><Working environment></p> <ul style="list-style-type: none"> Bonuses are based on self-reporting. This is a system in which those who do something positive for the company, such as improving business operations, are rewarded and evaluated.
English Level	Business Conversation Level (TOEIC 735-860)
Chinese Level	Business Conversation Level

Salary	JPY - Japanese Yen JPY 3000K - JPY 4500K
Salary Description	<p>【Welfare】</p> <ul style="list-style-type: none"> • Retirement allowance: Yes • Social insurance: Health insurance, welfare pension insurance, employment insurance, worker's compensation insurance • Dormitory/company housing: None • Other systems: Resort hotel accommodation (group company) once a year, discount on group company restaurants, reward trip for every 10 years of service <p>[Salary notes]</p> <ul style="list-style-type: none"> • Form: Monthly salary system • Note: Monthly salary ¥250,000~ Including basic salary ¥250,000/month - Various allowances: Commuting allowance (paid based on company regulations), overtime allowance (paid separately depending on overtime hours)
Holiday Description	<ul style="list-style-type: none"> • Holidays: 125 days (Breakdown) Complete 2-day work week Saturday, Sunday, Holidays, 3 days in summer, 6 days during New Year's holiday Other ((2021 results)) • Paid vacation: Yes (from 10 days)