

## Job Detail

Staff Level

Position Title	[Technical sales] Make use of your Chinese skills/Cosmetics ODM sales/Work in Osaka
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 Planning/Marketing/PR - Sales Planning Planning/Marketing/PR - Planning/Marketing
Industry	Perfumery/Cosmetic
Location	Asia Japan Osaka
Job Description	<p>[Business content] &lt;Business details&gt; You will be in charge of planning proposals and technical sales for cosmetics. Currently, the number of overseas projects (particularly Chinese projects) is increasing, and you will be responsible for our technical sales to Chinese companies with branches in Japan and local companies in China.</p> <p>&lt;Specifically&gt; We provide ODM (original equipment manufacturing) services from planning proposals to integrated production of cosmetics (skin care products such as lotion, hair care products such as shampoo, makeup products such as foundation) and quasi-drugs. Masu. Our sales style is centered around deep-dive sales. When it comes to acquiring new needs, we mainly rely on exhibitions and introductions from customers. Since we have many repeat customers, we focus on in-depth sales. Each person will be in charge of around 10 to 30 companies, and will make proposals tailored to each company. In the case of companies with a large number of projects per company, several salespeople may be in charge, or a team may be in charge. The content of the proposal will be based on market conditions, including product targets, concepts, usability, package design, raw materials, and promotional methods. After joining the company, OJT will be the main focus. After joining the company, you will receive quality and product training at the main factory. After that, there will be OJT training such as accompanying sales staff.</p>
Company Info	<p>■Business details: Cosmetics manufacturing industry, cosmetics manufacturing and sales industry, quasi-drug manufacturing industry, quasi-drug manufacturing and sales industry Research and development, planning, design, and manufacturing of functional and natural cosmetics</p> <p>■Characteristics and charm of our company: Since our founding in 1935, we have been manufacturing the latest and highest quality cosmetics under an integrated quality control system from research and development to mass production and planning, using the cosmetics development technology we have cultivated over many years. Since our founding, we have focused on the development of natural cosmetics, and as a result, we have started the development of "whitening cosmetics" and "anti-aging cosmetics," which have become hot topics in recent years, earlier than anyone else, and we have a variety of products that exceed those of major cosmetics manufacturers. know-how has been accumulated.</p>
Working Hours	<p>&lt;Standard working hours&gt; 8:45-17:30 &lt;Working hours classification&gt; Variable working hours system in units of one year Average weekly working hours: 38 hours 22 minutes Total scheduled working hours for the target period: 200 hours 00 minutes Break time: 45 minutes Overtime work: Yes</p>
	【Prerequisite】

Qualifications	<ul style="list-style-type: none"> <li>• People with language skills (Chinese)</li> <li>• Graduate school, university graduate or above</li> </ul> <p>*Not applicable to those who are only interested in overseas sales. It is a prerequisite that you want to work in cosmetics technical sales.</p> <p>[Welcome conditions]</p> <ul style="list-style-type: none"> <li>• Those with a science background (chemistry, biology, biology, pharmacy, etc.)</li> <li>• Person who has corporate sales experience in an industry related to cosmetics in some way, such as raw materials, containers, materials, or analytical equipment.</li> </ul>
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 3500K - JPY 4500K
Salary Description	<p>&lt;Treatment/Welfare&gt;</p> <ul style="list-style-type: none"> <li>• Commuting allowance, family allowance, housing allowance, health insurance, welfare pension insurance, employment insurance, workers' compensation insurance, retirement allowance system</li> </ul> <p>&lt;Supplementary information on each allowance/system&gt;</p> <ul style="list-style-type: none"> <li>• Commuting allowance: Upper limit 50,000 yen/month *Paid based on company regulations</li> <li>• Family allowance: 6,000 yen for spouse, 4,000 yen for child/person</li> <li>• Housing allowance: 20,000 yen/month</li> <li>• Social insurance: No additional information</li> <li>• Retirement benefit system: Retirement benefit mutual aid, defined contribution pension</li> <li>• Retirement age: 60 years old</li> <li>• Paternity leave taken: Yes (100% return rate after childcare leave)</li> </ul> <p>&lt;Education system/qualification assistance supplement&gt;</p> <p>We offer a variety of training programs, including training for new employees, career advancement training, and training for managers. In addition, the qualification subsidy system will be examined by the company based on individual declarations, and will be provided if approved.</p> <p>&lt;Other supplements&gt;</p> <ul style="list-style-type: none"> <li>• Execution allowance, manager allowance</li> <li>• Retirement allowance mutual aid (joined 6 months after joining the company)</li> <li>• Defined contribution pension plan (joined when joining the company)</li> <li>• Lunch subsidy available (lunch can be eaten with 200 yen salary deduction)</li> <li>• Company trips (past to Thailand, Bangkok, etc.)</li> <li>• Summer Safety and Health Conference (commonly known as Summer Festival once a year)</li> <li>• In-house events</li> <li>• Cosmetics monitoring system</li> <li>• Long service award</li> <li>• Childcare shortened working hours system (until elementary school graduation), etc.</li> </ul> <p>&lt;Planned annual income&gt;</p> <p>3.5 million yen - 4.5 million yen</p> <p>&lt;Wage breakdown&gt;</p> <p>Monthly (basic salary): 210,000 yen to 250,000 yen Other fixed allowance/month: 20,000 yen Fixed overtime allowance/month: 30,000 yen to 45,000 yen (fixed overtime hours 20 hours 0 minutes/month) Overtime pay for excess overtime work will be paid additionally.</p> <p>&lt;Monthly salary&gt;</p> <p>260,000 yen to 315,000 yen (including uniform allowance)</p> <p>&lt;Overtime allowance&gt;</p> <p>Yes</p> <p>&lt;Salary supplement&gt;</p> <p>*Decisions will be made based on experience and ability. *Separate sales allowance will be paid. (Sales allowance: Calculated based on actual results *If base salary is 210,000 yen, sales allowance is 30,000 yen (calculated based on 20 hours of overtime work))</p> <p>Wages are only a guideline amount and may change depending on the selection process. Monthly salary (monthly) includes fixed allowances.</p> <p>&lt;Salary increase&gt; Yes</p> <p>&lt;Bonus&gt; Twice a year (July/December) *Last year results...3.5 to 6 months of annual basic salary</p> <p>&lt;Trial period&gt; Trial period: 3 months, no additional information</p>
	<ul style="list-style-type: none"> <li>• Two-day weekend system (holidays are Saturdays, Sundays, and holidays)</li> <li>• 10 to 20 days of annual paid vacation (minimum number of days is the number of days granted after 6 months have passed since joining the company)</li> </ul>

Holiday Description	<ul style="list-style-type: none"><li>• Number of holidays per year: 115 days</li><li>• Saturdays, Sundays, holidays, year-end and New Year holidays (7-8 days), summer vacation (4-5 days), paid vacation (10 days after 6 months of employment in the first year), condolence leave</li></ul> <p>*Saturday work available from 1st to 2nd of each month</p>
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