

Job Detail

Staff Level

Position Title	[Product Manager (PC related finished products)] You will be entrusted with the important position of "control tower"!
Company Name	ASUS JAPAN
Activated / Updated	2024-04-24 / 2024-04-24
Job Type	Planning/Marketing/PR - Product Manager Planning/Marketing/PR - Planning/Marketing Planning/Marketing/PR - Business Development/Business Management/Corporate Planning
Industry	Computer/OA Equipment/Telecommunication Equipment
Location	Asia Japan Tokyo
Job Description	<p>[Business overview] As a product manager for ASUS PC-related finished products, my main duties include sales strategies for the products I am in charge of.</p> <p>【Mission】 The Product Manager is a very important position that is positioned as the "control tower" in our business. You will be responsible for thinking about "what specs of products to sell, at what price, and how to sell them in the Japanese market", making decisions, and leading to high output.</p> <p>This is a position where you will be able to utilize your language and communication skills and acquire a wide range of skills, as you will work in collaboration with other departments within the company, including the Taiwan head office and domestic agencies.</p> <p>You will find it rewarding and growing to be able to be involved not only in product knowledge, but also in sales, marketing, and negotiation.</p> <p>[Main duties] <ul style="list-style-type: none"> • Planning and implementing product sales strategies (gathering market information, planning and implementing the products in charge) • Determine product specifications, prices, and quantities while communicating with Taiwan head office • Product cost accounting and cost management • Business negotiations with domestic sales agents, coordination between Taiwan headquarters and agents • Forecasting and shipping management (understand inventory status, plan weekly/monthly/yearly forecasts) </p> <p>The duties here include setting prices, planning sales strategies, communicating and negotiating with the head office, and negotiating with customers. In addition to working as a player yourself, you also need the ability to act as a control tower for the business and motivate members of related departments.</p> <p>This is a position that requires a "management perspective" to constantly understand the overall business and consider and select the best method in an environment where the situation is complex and changing. It's a fun environment for people who want to achieve their goals in a culture where if you have a plan you want to take and raise your hand, you'll be supported.</p>
Company Info	<p>■Company culture As we are a foreign-affiliated company, we are required to be quick in our decisions and actions, but the work environment is open and has a high level of discretion and freedom.</p> <p>*Measures to prevent passive smoking: No smoking indoors</p>
Working Hours	09:30~18:30 (1 hour break) Staggered working hours system (can come to work from 8 to 10 o'clock, leave from 17 to 19 o'clock, based on 8 hours a day)
	【Prerequisite】

Qualifications	<ul style="list-style-type: none"> • More than 2 years of experience in corporate sales and sales marketing for TOC products in Japan (People with a background in manufacturers or trading companies have a relatively high affinity) • Interest in sales, planning, and brand management of consumer electronic products • Japanese is at business level or higher • English business level (You will communicate with your boss in English) <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Those who can speak Chinese • Practical experience in product sales planning for BtoC electrical products • Those who have experience in planning sales strategies and negotiating with agents • People with a background in the IT field (either academic background or work experience) <p>[Image of the person you are looking for]</p> <ul style="list-style-type: none"> • Those who can understand and visualize the entire flow of people, goods, and money • Those with good communication skills • Those who can solve problems with flexible thinking and attitude • People who like to take on challenges with an open mind • Positive, active, and highly motivated <p>■Selection flow Document screening → Language screening (only if necessary) → First English online interview → Aptitude test →Second English or Chinese company interview→Human resources interview→official offer *The number of selections and contents are subject to change. The second interview and personnel interview may be conducted together. *Interviews will be conducted in Chinese or English. *English CV is required.</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 5000K - JPY 8000K
Salary Description	<p>Fully equipped with social insurance Full transportation allowance (up to 30,000 yen) Employee discount coupon system Half-price meal subsidy system (ticket restaurant) Travel allowance Own product employee discount Free drinks in the office Discount vending machines and water servers in the office Office Glico (sweets, ice cream, drinks)</p>
Job Contract Period	full-time employee *Trial period: 3 months (maximum 6 months)
Nearest Station	Chiyoda-ku, Tokyo, 2-5 minutes walk from Ichigaya Station, 4 train lines available (JR Sobu Line, Metro Yurakucho Line, Metro Namboku Line, Toei Shinjuku Line)