

Job Detail

Staff Level

Position Title	[Overseas Sales] English and Chinese proficiency/Actually 140 days annual leave/Measuring equipment manufacturer for manufacturing equipment
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	Precision, Measuring Equipment
Location	Asia Japan Tokyo
Job Description	<p>[Business content] You will be mainly responsible for the following duties, mainly in overseas sales. *The frequency of traveling abroad is once or twice a month, and the length of stay at each time is about one week. (Currently, due to the influence of the coronavirus, we are not traveling. We will be operating by email and phone.)</p> <ul style="list-style-type: none"> • Formulation, planning and implementation of sales measures, marketing activities • Product sales activities to local and Japanese companies • Sales forecast and actual management for agents, delivery date management, accounts receivable collection management <p>*The ratio of existing sales to new sales is 4:6. The number of companies in charge is approximately 50. Telephone and email communication with overseas agents and customers, order sales management, delivery date management (negotiations with production management), preparation for customer screening based on export control, creation of product explanatory materials (translation), etc.</p> <p>[Area you plan to travel to] Thailand, Indonesia, Malaysia, Singapore, India, Vietnam, Philippines, Myanmar, Taiwan, China, South Korea, Hong Kong, Australia, New Zealand, etc. *From the above regions, we will decide which area you will be in charge of depending on your suitability.</p> <p>■Product supplement: This is a measuring instrument that applies magnetic technology. They play the role of sensors that control movement information and position control in machine tools and various manufacturing lines.</p> <p>■About the organization: This is an organization with a total of 6 members: a general manager, a section manager, and 4 members.</p>
Company Info	<p>■Attractiveness of the company ◇World No. 1 in measurement technology: As a 100% subsidiary of a major company, we have been introduced as a standard measuring instrument for machine tools on a global level. The company's products are highly environmentally friendly and can withstand any environment at manufacturing sites. In addition, the major parent company has an 8% global share of cutting machine tools, and 100% of its products are equipped with it, so it boasts outstanding stability.</p> <p>◇Benefits◎・Easy to work◎: Salary system and welfare system are at the same level as the parent company. We also provide housing allowances. In addition to 121 days of annual holidays, there are 3 long vacations of 9 days or more, member classes use 20 days of paid vacation, and we have introduced an interval of 12 (no work is allowed for 12 hours after leaving work). We have created a very comfortable working environment.</p>
Working Hours	<p><Working hours classification></p> <ul style="list-style-type: none"> • Flex time system • Core time: 10:00-15:00 • Break time: 60 minutes • Overtime work: Yes <p><Standard working hours></p>

	<ul style="list-style-type: none"> • 8:30~17:30
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • Person who has experience in overseas sales (person who can speak Chinese or English) • Graduate school, university, technical college graduate or above • Requirements: Advanced English, Intermediate Chinese (Mandarin) <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Those who can use English and Chinese for business purposes are welcome.
English Level	Native Level
Japanese Level	Business Level(JLPT Level 2 or N2)
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 5000K - JPY 7000K
Salary Description	<p>[Supplementary information on each allowance/system]</p> <ul style="list-style-type: none"> • Commuting allowance: Upper limit: 100,000 yen per month • Family allowance: No supplementary information • Housing allowance: No supplementary information • Dormitory company housing: Rented company housing system available • Social insurance: health insurance, welfare pension insurance, employment insurance, workers' compensation insurance • Retirement age: 65 years old • Education system: Mainly OJT. <p>[Welfare benefits] Skill allowance, asset accumulation savings system, defined contribution pension system, childcare leave system, DMG Mori Seiki health insurance association, employee cafeteria, Tateshina Kakan no Sato recreation facility, rented company housing system, DMG Mori Seiki health insurance Union recreation center, all-weather tennis court</p> <p>[Systems] New employee education (OJT education, follow-up training) skills training, language training, etc. based on our personnel system</p> <p>[Salary notes]</p> <ul style="list-style-type: none"> • Estimated annual income: 5 million yen to 7 million yen • Monthly salary: 250,000 yen to 440,000 yen • Salary increase: Yes • Overtime allowance: Yes <p><Salary supplement></p> <p>*Bonus: Paid twice a year (April and October) based on individual performance and performance. 2019 results 5.25 months</p> <p>*Annual income will be considered depending on experience and age.</p> <p>*Overtime paid in full</p> <p>The stated amount may change depending on the selection process.</p> <p>Monthly salary (monthly) includes fixed allowance.</p>
Holiday Description	<ul style="list-style-type: none"> • Two-day weekend system (holidays are only Saturdays and Sundays) • 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) • Number of holidays per year: 121 days • GW (9 consecutive holidays), year-end and New Year holidays (9 consecutive holidays), summer vacation (9 consecutive holidays), annual paid leave (10 days of paid leave will be granted in the first year depending on the month of employment), condolence leave, and childcare leave system.
Nearest Station	<ul style="list-style-type: none"> • Nearest station to work: Keiyo Line/Shiomi Station • Countermeasures against passive smoking: No smoking indoors • Transfer: Yes <p>There is a possibility of being transferred overseas (USA, Germany).</p>