

Job Detail

Senior Level

Position Title	[Japan] Business Manager
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-06
Job Type	Executive - Manager (Administration) Executive - Manager (Sales/Marketing) Executive - Other
Industry	Chemicals/Petro-Chemicals
Location	Asia Japan Tokyo
Job Description	<p>■Job details</p> <p>In line with the group's strategic goals, we will formulate the launch and development strategy for our Japanese base and will be responsible for business results.</p> <p>Responsible for building the team organization and developing team structure, personnel appointments, and training strategies based on the company's strategic goals.</p> <p>Responsible for the EHS (Environment, Health, and Safety) work results of the Japan base.</p> <p>You will be responsible for key business development tasks for the Japan location, coordinating resources to resolve key bottleneck issues and implementing Kanban-style management to the business development process.</p> <p>We set business goals for each department based on the organizational structure, and improve the subdivision management system and roles of each department according to the business goals of each department.</p> <p>Coordinates and resolves interdepartmental cooperation issues within the group.</p>
Company Info	<p>■Company introduction</p> <p>A specialty chemicals company in China, our mission is to provide our customers with excellent service and a wide range of application solutions, and to become their preferred business partner.</p> <p>It is an excellent alkyloxy compound manufacturer in China, mainly engaged in research and development, manufacturing and sales of downstream products of ethylene oxide and propylene oxide. After many years of development, our company covers the following products and processes: alkanolamine products, surfactants, polyether monomers for concrete, polyether polyols, and related management activities.</p> <p>Belonging to the fragmented chemical industry, since its establishment, through clear market positioning and continuous innovation, it has experienced the diversification of products and application areas, and the development of market positioning from medium to high-end.</p> <p>Currently, our company has three main business categories: construction chemicals, polyurethane raw materials products, and nonionic surfactants (ethylene propylene amine category, polyether polyol category, and nonionic surfactant category) and related We have established an industrial structure with 8 business series and offer more than 100 types of products.</p>
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> - Educational background with a bachelor's degree or higher, major related to chemistry and polymer materials. - At least 5 years' experience in a related industry, preferably with a background in international or export operations. <ul style="list-style-type: none"> • Native Japanese, business level English - Proficient in the use of Word, Excel, PPT, Salesforce, Tableau, and other office software. - Possess the ability to self-learn, be self-motivated, and have an awareness of independent work and teamwork. - Possess excellent customer-oriented business sense and the ability to plan and negotiate rational strategies at different levels depending on actual or potential customer requirements and competitor analysis.

	<p>*Native Japanese speakers, naturalized people, and half-Japanese people are welcome.</p> <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Person who has experience in starting a business • People from Japan's four major trading companies are welcome.
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Chinese Level	Native Level
Salary	Depends on experience
Salary Description	<p>■Salary range Negotiable (Estimated annual income: 10 million yen, negotiable depending on experience)</p>