

Job Detail

Staff Level

Position Title	[Osaka] Route sales position to corporations
Recruiter Company	SAKURA INTERNATIONAL INC. Arukas Staffing Service Project
Company Name	Company name is private
Activated / Updated	2024-03-19 / 2024-04-30
Job Type	Sales/AE - Foreign Trade Sales Sales/AE - Corporate Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Osaka
Job Description	<p>You will be responsible for route sales of chemical products at this company, which is a trading company in the chemical field.</p> <p>■Details:</p> <ul style="list-style-type: none"> • Main products: Chemical industrial chemicals (chemical raw materials such as monomers, polymers, solvents, and various additives) *Finally made into various products around us. • Major customer industries: Electronic materials, automobiles, home appliances, cosmetics, paints/adhesives, and various other fields. • The ratio of new to existing customers is 1:9, and sales activities will mainly be directed to existing customers. • Main sales: We will be responsible for route sales to the purchasing and materials departments of manufacturers in various industries. • Responsible area: Conducts sales activities mainly based in Osaka, Tokyo, and Nagoya. Travel may be required depending on the project or customer location. We also have overseas bases (Singapore, etc.), and there is an opportunity to be posted after you have accumulated knowledge and skills through domestic activities. Therefore, language skills (especially English) are required. We are a small, elite organization, and we provide an environment where you can take on a variety of challenges with great discretion, depending on your own wishes and motivations. <p>■Charm</p> <ul style="list-style-type: none"> - Approximately half of the employees in the Chemicals Division are from liberal arts backgrounds, and many are active even though they have no experience in the chemical industry. • You can set your own sales schedule and have discretion in your sales activities. - We can make proposals from a wide variety of options (manufacturers and products) to meet customer needs. • Negotiation and adjustment skills are required in situations such as adjusting conditions during purchasing and sales, and you will acquire business skills as a trading company salesperson. • Business trip frequency: 2 to 4 times a month (all over Japan) *Approximately 70% are day trips <p>■Organizational structure</p> <p>The Chemical Products Division employs 26 people, ranging in age from those in their 20s to those in their 60s.</p> <p>■Flow after joining the company</p> <p>During the first year, you will accompany your seniors through OJT to gain knowledge and experience.</p> <p>After six months to a year, you will be in charge of 15 to 20 existing customers and conduct in-depth sales.</p> <p>■ Desired person image:</p> <p>A trading company's sales activities include negotiations with business partners, proposing new products, and negotiating prices. The key here is to communicate with people and gain their trust. Our role as a trading company is to draw out customer needs and connect people to people, technology to technology, and company to company. This is the real pleasure of being a trading company. We are looking for energetic individuals who are ambitious and willing to take on challenges.</p>
Company Info	No smoking indoors as a general rule

Working Hours	9:00-17:15 (Regular working hours: 7 hours 15 minutes) Break time: 60 minutes Monthly average overtime hours around 5 hours
Qualifications	<Required> <ul style="list-style-type: none"> Corporate sales experience (regardless of industry) <Welcome> <ul style="list-style-type: none"> Sales experience at a trading company or manufacturer Language skills (English, Chinese)
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Chinese Level	Fluent
Salary	JPY - Japanese Yen JPY 5000K - JPY 7000K
Salary Description	<Monthly salary> 297,600 yen - 404,400 yen <Wage breakdown> Monthly (basic salary): 295,600 yen to 402,400 yen Other fixed allowance/month: 2,000 yen *The stated amount may change depending on the selection process. Commuting allowance: Actual expenses paid (up to 50,000 yen per month) Family allowance: Spouse: 4,000 yen, other dependents: 2,000 yen Housing allowance: Head of household: 20,000 yen Dormitory company housing: (single dormitory) Abeno Ward, Osaka City Defined benefit corporate pension, property accumulation savings, group life insurance, employee stock ownership plan, loans External welfare services (Relo Club/Welfare Club) ■Welfare facilities <ul style="list-style-type: none"> Resort condominiums (Kusatsu, Gunma Prefecture, Echigo Yuzawa, Niigata Prefecture) ■Sports club <ul style="list-style-type: none"> Futsal club, golf club <Education system/qualification assistance supplement> Conducting various training programs such as language education and management training
Holiday Description	Complete 2-day week (holidays are Saturdays, Sundays, and holidays) Paid vacation (granted after 6 months of joining) Number of holidays per year: 123 days
Job Contract Period	Full-time employment *3 month trial period