

Job Detail

Staff Level

Position Title	[Tokyo] Planning and proposal sales ~In charge of overseas customers in the future~
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	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan Tokyo
Job Description	<p>We are a long-established trading company specializing in raw materials, and you will be entrusted with planning and sales.</p> <p>■Job details:</p> <ul style="list-style-type: none">• Products in charge: Packaging materials for electronic parts, etc.• Customers in charge: Manufacturers who handle the above materials (these are essential materials when delivering products) <p>• Sales activities mainly targeting existing customers (approximately 80% of existing customers), discovering products to purchase according to the sales field, and marketing activities</p> <ul style="list-style-type: none">• In the future, sales to overseas customers and new customer development• Other general duties related to sales/sales activities• You will increase your product knowledge so that you can make suggestions about the products we handle, and you will be interested in actively collecting information within the industry.• Follow up and expand existing business, develop new products and expand opportunities in line with customers' overseas expansion <p>■Sales style:</p> <ul style="list-style-type: none">• The flow of sales is roughly as follows: Visit customer site ⇒ Understand needs ⇒ Propose product ⇒ Estimate. *Subsequent orders, order placement, and delivery management are the responsibility of the office staff.• Sales methods mainly consist of visits and business negotiations over the phone and online.- New customers are basically acquired through referrals from existing customers, so there is basically no development element. <p>■Follow-up system after joining:</p> <ul style="list-style-type: none">• OJT-style training will be provided mainly for managers.• For two or three months after joining the company, you will accompany the sales staff and listen to talks from senior employees to acquire product knowledge.- About six months after joining the company, you will start taking over customers, and eventually the number of customers you will be responsible for will be around 15 to 20 companies. <p>■Assigned organization:</p> <p>There are two people in the planning product group. There were two people: a manager (a man in his early 50s) and a man in his mid-30s.</p>
Company Info	<p>■Work environment:</p> <p>The average monthly overtime hours are around 20 hours, and company rules allow remote work once a week. Because we are ISO certified, there is little overtime and it is a workplace with a good work-life balance.</p>
Working Hours	9:00-17:30 (7 hours and 30 minutes of actual work, 60 minutes of break) Overtime: about 10 hours per month
	<Required>

Qualifications	<ul style="list-style-type: none"> customer negotiation experience Regular car driving license Computer knowledge necessary for business (Windows OS, Office software, etc.) Those who are comfortable with English (you may have the opportunity to use a dictionary to send emails)
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 4000K - JPY 5500K
Salary Description	<p><Allowance> Commuting allowance: Full payment Family allowance: 31,000 yen for dependent spouse, 5,000 to 15,000 yen for children (regardless of the number of children)</p> <p><Welfare benefits> Employee stock ownership plan, loan system (for 3 years or more of service), congratulatory/condolence money system, senior citizen gift (for ages 70 and over), childcare leave system, in-house award system, re-employment system (up to age 65), sports club, Subsidy for medical examinations and vaccinations, welfare services (Club CCI), comprehensive welfare term insurance (for 1 year or more of work), retirement benefit system: lump-sum retirement allowance and defined benefit corporate pension (for 3 or more years of service)</p>
Holiday Description	<p>Complete 2-day week/Saturdays, Sundays, and holidays Paid vacation (granted after 3 months of joining the company), year-end and New Year holidays (5 days from 12/30 to 1/3, annual holidays taken at the same time on 12/29 and 1/4), summer vacation (paid rotation system) Number of holidays per year: 120 days</p>
Job Contract Period	Promoted to full-time employee *3 month trial period