

## Job Detail

Manager Level

Position Title	[Japan] Corporate sales
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 - Corporate Sales Sales/AE - Manufacturing Sales Planning/Marketing/PR - Sales Planning
Industry	Electronics/Consumer Electronics Manufacturing
Location	Asia Japan
Job Description	<ol style="list-style-type: none"> <li>1. Responsible for developing sales operations in Japan, using various tools to develop potential customers through various offline platforms and channels, building an overseas sales network, and maintaining long-term customer relationships.</li> <li>2. Create the Japan regional sales plan, implement the plan, and complete the sales indicators issued by the company.</li> <li>3. Recruit and manage local sales personnel in Japan, set goals, provide methods, and train them to help develop local markets and achieve sales goals.</li> <li>4. Independently handle inquiries, quotations, negotiation of contract terms, and conclusion of contracts based on the company's products, prices, and market strategies.</li> <li>5. Cooperate in the promotion and dissemination of brands and products in Japan.</li> <li>6. Provide timely market competitive strategy advice to the company by gathering and analyzing market trend information and competitors' situations.</li> <li>7. Responsible for work such as entertaining, considering, and negotiating with Japanese customers, and grasping customer needs in real time.</li> </ol>
Qualifications	<p><b>【Prerequisite】</b></p> <ol style="list-style-type: none"> <li>1. Academic background of an undergraduate degree or above from an air purification, heating, cooling, or related professional university.</li> <li>2. Over 3 years of overseas sales experience. He has a good sales mindset, is proactive in his work, and has excellent communication skills, sales skills, analytical understanding skills, and market development skills.</li> <li>3. Can use Japanese and English as work languages and can read and write fluently.</li> <li>4. Proficient in using office software such as Microsoft Office.</li> <li>5. Possesses relatively good communication, coordination and execution skills, and teamwork spirit, is driven by results, works steadily and seriously, has a strong sense of responsibility, has a relatively strong stress tolerance, has a pioneering spirit, and is patient. Able to work hard and adapt to business trips.</li> </ol>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 6000K - JPY 10000K
Salary Description	<p>■Welfare benefits According to Japanese law</p> <p>■Salary notes 6 million yen to 10 million yen (depending on experience)</p>