

Job Detail

Staff Level

Position Title	Consultant leader/manager candidate in rapidly growing study abroad business
Recruiter Company	WooGWay Inc.
Company Name	Company name is private
Activated / Updated	2024-04-12 / 2024-04-16
Job Type	Sales/AE - Private Sales Planning/Marketing/PR - Planning/Marketing Planning/Marketing/PR - Business Development/Business Management/Corporate Planning
Industry	Education/School
Location	Asia Japan Tokyo
Job Description	<p>You will serve as a study abroad consultant, leader, and manager for study abroad projects from overseas to Japan.</p> <p>◆Recruitment overview While achieving your own goals as a study abroad consultant, you will be responsible for managing members, sales planning, business standardization, strengthening customer management, and achieving targets as a leader or manager.</p> <p>It's an interesting time to scale from 2.5 billion to 10 billion.</p> <p>◆Business image</p> <ul style="list-style-type: none">• Team management• Achieve monthly budget management and maximize capital efficiency of acquired leads• Onboarding of new members• Proposal and implementation of retention and sales plans for existing customers• Standardization of customer management structure and customer success collaboration using CRM• Proposal and implementation of business plans to achieve discontinuous growth
Company Info	Specializing in two business domains: inbound and outbound We are developing video media, Japan travel media commerce, and study abroad media businesses.
Working Hours	10:30-19:30
Qualifications	<p>[Required qualifications]</p> <ul style="list-style-type: none">• Experience in achieving continuous individual and team sales goals• Establishing sales operations and managing two or more people• Experience in achieving non-linear growth in sales and business planning• Experience in scaling an organization, cultivating a culture, and standardizing operations• Improvement of numbers in the budget management funnel• Age limit: 25 to 35 years old <p>[Preferred qualifications]</p> <ul style="list-style-type: none">• Planning and executing business strategies (business launch and business development)• Business figures and budget management• Planning and executing marketing strategies• Building and executing corporate alliances
English Level	Native Level
Japanese Level	Daily Conversation Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 8000K

Salary Description	Transportation allowance, health checkup, complete social security, housing allowance, family allowance, childcare leave taken, reduced working hours, work from home, business trip allowance, company meals, company award system, overseas inspection, foreign language training system
Holiday Description	2 days off per week, over 120 days off per year, summer vacation, New Year's holiday, Keicho vacation, Golden Week
Job Contract Period	There is a period of use (3 months)