

Job Detail

Staff Level

Position Title	[Overseas sales] For China/English can be used/Overtime 15-20 hours/Long-established trading company
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Sales/AE - Manufacturing Sales Sales/AE - Foreign Trade Sales Sales/AE - Corporate Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Hyogo
Job Description	<p>■Position overview:</p> <ul style="list-style-type: none"> • We sell various valves (ships/plants, etc.), propellers, marine propulsors, plate heat exchangers, pumps, etc. to Chinese shipyards. - Responsibilities are divided for each product. • After joining the company, we will accompany you in sales and follow you through OJT. <p>■Business content:</p> <p>Specification negotiation, price negotiation/purchasing, design, quality assurance, building relationships with the field/defect handling/information gathering, new business development *Clerical work from POS receipt to delivery inspection and collection management is basically performed by clerical staff.</p> <p>■About business trips: There is a possibility of long-term business trips to Nantong and Dalian.</p> <p>■About the place of assignment:</p> <p>(1) Personnel composition: Consists of 2 sales people and 3 office workers. (2) Role: This is a department that sells and exports ships, marine equipment, various plant equipment, and factory equipment for overseas markets, mainly to major shipyards in China. Our main suppliers are Japanese manufacturers, but we also handle products from South Korea and Taiwan. (3) Company culture: There is a good atmosphere throughout the company, and the department has good teamwork.</p>
Company Info	<p>＼Use your English! Overseas sales (China) position ~ overtime 15-20 hours/annual vacation 122 days/long-established trading company for marine equipment/</p> <p>We are a long-established trading company with a history of over 100 years that sells marine equipment and chemical products, and we will be in charge of sales for Chinese shipyards.</p> <p>■Characteristics of this position:</p> <p>◎You can utilize your English skills to play an active role in sales for China. ◎The company is a long-established trading company that has been purchasing and selling marine equipment, industrial equipment, and chemical products for over 100 years since its establishment in 1915. ◎While we have a history of over 100 years, we are a company that is making great strides as a specialist in the sale of industrial products for ships.</p> <p>■Our main products:</p> <p>Marine paints, marine equipment, shipyard equipment, hydraulic equipment for power plants, air conditioning equipment, environmental equipment such as high-temperature dust collectors, paints for industrial steel structures (all heavy anti-corrosion paints), room temperature galvanizing ZRC, blasting equipment /Painting equipment, etc.</p>
	<p><Working hours></p> <p>9:00-18:00 (Regular working hours: 8 hours 0 minutes)</p> <p>Break time: 60 minutes</p>

Working Hours	<p>Overtime work: Yes <Other working hours supplement> ■Average overtime: 15 to 20 hours per month</p> <p><Transfer> None for the time being</p> <p><Working from home/remote work> Negotiable</p>
Qualifications	<p>■Required requirements:</p> <ul style="list-style-type: none"> English proficiency (able to read, write, and speak at a business level) BtoB sales experience (doesn't matter if it's domestic or overseas) <p>■Welcome conditions:</p> <ul style="list-style-type: none"> Chinese skills (HSK level 2) Overseas sales experience Ship or machinery manufacturer or trading company experience Shipbuilding industry experience <p><Language skills> Requirement: Intermediate English Welcoming conditions: Beginner Chinese (Mandarin)</p>
English Level	Business Conversation Level (TOEIC 735-860)
Chinese Level	Daily Conversation Level
Salary	JPY - Japanese Yen JPY 4500K - JPY 5000K
Salary Description	<p><Supplementary information on each allowance/system> Commuting allowance: Full payment (according to regulations) Social insurance: commuting allowance, health insurance, welfare pension insurance, employment insurance, workers' compensation insurance, retirement allowance system Retirement benefit system: No supplementary information</p> <p><Retirement age> 60 years old</p> <p><Paternity leave taken record> Yes</p> <p><Education system/qualification assistance supplement> OJT after joining, in-house training (marketing, facilitation, engagement, presentation, trade practice, bookkeeping, etc.)</p> <p><Other supplements> ■Business trip allowance, late night work allowance, holiday work allowance ■ Merit pension system: For employees who have worked for 10 years or more, a monthly benefit of 30,000 yen or more (payment period of 10 years) is provided after the age of 60. It has nothing to do with when you retire.</p> <p><Planned annual income> 4.8 million yen to 5 million yen</p> <p><Wage form> monthly salary system</p> <p><Wage breakdown> Monthly (basic salary): 270,000 yen ~ Other fixed allowances/month: 30,000 yen~</p> <p><Monthly salary> From 300,000 yen</p> <p><Salary increase> Yes</p> <p><Overtime allowance> Yes</p> <p><Salary supplement> ■Bonus: Twice a year *Bonus results for fiscal year 2023 (average 4.93 months). *Monthly salary includes sales allowance (30,000 yen).</p> <p>Wages are only a guideline amount and may change depending on the selection process. Monthly salary (monthly) includes fixed allowances.</p>
Holiday Description	<ul style="list-style-type: none"> Complete 2-day work week (holidays are Saturdays, Sundays, and holidays) 10 to 20 days of annual paid vacation (minimum number of days is the number of days granted after 6 months have passed since joining the company) Number of holidays per year: 122 days Summer vacation, year-end and New Year holidays, congratulations and

condolence leave, maternity leave, childcare leave

- Paid vacation: Grant starts from the day of joining (the number of days granted varies depending on when you joined the company)