

## Job Detail

Staff Level

Position Title	[English or Chinese] Proposal sales of marine fuel and new energy business   Major foreign shipping companies
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Corporate Sales Sales/AE - Logistics Sales Administrative - International Affairs
Industry	
Location	Asia Japan Tokyo
Job Description	<p>■About the business We arrange the supply of marine fuel, lubricating oil, etc. to Japan, China, and other countries around the world. In addition to arranging existing heavy oil and light oil, as a global leader in the shipping industry, we are also working on new energies such as LNG, biofuels, methanol, ammonia, and hydrogen in order to quickly comply with global environmental regulations.</p> <p>■Business content: - We receive requests for marine fuel arrangements from ship owners and trading companies around the world, and negotiate prices with both customers and suppliers.  <ul style="list-style-type: none"> <li>Using my language skills, I will be in charge of everything from quickly proposing estimates to completing arrangements.</li> <li>We will develop new customers and markets through research and data analysis of fuel markets, including new energy.</li> </ul> </p> <p>■Department organizational structure:  <ul style="list-style-type: none"> <li>1 manager in his late 30s, 1 sub-team leader in his late 30s, 4 members (male/female ratio 1:2)</li> <li>Global team: All members can speak two or three languages. In addition to Japanese, you can also use Chinese or English in your daily work.</li> </ul> </p>
Company Info	We deal with major domestic and international trading companies and shipowners, and there are many opportunities to communicate with excellent businessmen, and you can always feel a sense of accomplishment based on the scale of your business. It is possible to be deeply involved in niche specialized fields such as marine fuel and be in charge of the entire business process. Last year, we launched a new department, creating an environment where even young employees have many opportunities to be promoted based on their performance and ability. This is a global workplace filled with a spirit of challenge, as our business field is strongly influenced by international situations, the macro economy, financial markets, etc.
Working Hours	9:00 – 18:00 (1 hour break)
Qualifications	<ul style="list-style-type: none"> <li>Person who has more than 2 years of corporate sales experience</li> <li>Those with Japanese business level or above (business experience required)</li> <li>Those with Chinese business level or higher (HSK level 5 standard) or English business level or higher (TOEIC 730 score standard)</li> <li>Person who has excellent negotiation skills and teamwork spirit</li> <li>Those who have experience using Excel/PowerPoint/Word for business purposes</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 6000K

