

Job Detail

Staff Level

Position Title	[Overseas Sales]: Responsible for sales of electronic components and equipment to customer companies in Europe and North America.
Recruiter Company	Career Resource Co., Ltd.
Company Name	Company name is private
Activated / Updated	2024-04-16 / 2024-05-08
Job Type	Sales/AE - Foreign Trade Sales
Industry	
Location	Asia Japan Hyogo North America United States Europe Germany
Job Description	<p>"Sales activities for customer companies in Europe or North America"</p> <p>■You will conduct sales activities for client companies in the region, either on a long-term business trip to Europe or the United States, or working at the company's local subsidiary in Germany or the United States.</p> <p>■The ability to use English and European languages is required for work.</p> <p><Specific initiatives></p> <p><input type="checkbox"/>Understanding the company's electronic components/equipment products and related technical content</p> <p><input type="checkbox"/>Understanding the market conditions in your area and the industry to which your customers belong,</p> <p><input type="checkbox"/>Understanding each customer's business format, current situation, technology trends, products, etc.</p> <p><input type="checkbox"/>Understanding the company's sales policy, product policy, technological direction, etc.</p> <p>Based on;</p> <p><input type="checkbox"/>Create annual sales plans for customers under the direction of superiors</p> <p><input type="checkbox"/>Promote sales activities to achieve annual sales plan</p> <p><input type="checkbox"/>Preparation or support of reporting materials related to short-term, medium- to long-term sales activities, markets, and customers</p> <p><input type="checkbox"/>Response to other incidental work that contributes to sales activities</p>
Company Info	<p><Company characteristics></p> <p>"An electronic parts/equipment manufacturer that does everything from material research to product manufacturing and sales."</p> <p><input type="checkbox"/>The crystal devices made by the company enable communication with people around the world and safe and comfortable driving through advanced driver support systems.</p> <p><input type="checkbox"/>In order to meet the expectations of a society that is becoming increasingly electronic and IT-oriented, we conduct daily research and develop products that are considerate of the global environment.</p> <p><input type="checkbox"/>We will contribute to the realization of a safe, prosperous and sustainable society with products and technologies that are essential to society.</p> <p><Work environment></p> <ul style="list-style-type: none"> • Annual vacation: 126 days • Measures against passive smoking • Welfare benefits such as retirement allowance system available
Working Hours	<ul style="list-style-type: none"> • Head office: 8:30-17:30 • American sales company: 8:30-17:30 • German sales company: 9:00-18:00 <p>*However, regardless of where you work, there will be a considerable number of business trips.</p>
Qualifications	<p><Application eligibility requirements></p> <p>[MUST]</p> <p>◎Native Japanese, English proficiency at least TOEIC 700 points or higher (Business level of 800 points or higher preferred)</p> <p>◎Ability to create reports and materials in Excel, Word, and PowerPoint</p> <p>◎Over 5 years of sales experience</p> <p>◎Person with basic academic ability of university graduate or above</p> <p>[Image of the person you are looking for]</p> <ul style="list-style-type: none"> • People who are interested in the industries and markets that the electronic and electrical industry supplies to. • People who can proactively pursue case tracking for not only short-term results

	<p>but also long-term results.</p> <ul style="list-style-type: none"> • People who can cultivate long-term relationships with customers through interpersonal relationships
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4000K - JPY 7000K
Salary Description	<ul style="list-style-type: none"> • Estimated annual income from 4 million yen • Monthly salary from 250,000 yen + sales allowance <p>*Determined after fully considering experience, ability, and advance salary. *After being seconded, the salary will be changed to overseas work salary.</p> <ul style="list-style-type: none"> • Salary increase: Once a year • Bonus: Twice a year (linked to performance) • Complete social insurance • Various allowances such as transportation expenses/family allowances/sales allowances etc. etc
Holiday Description	<ul style="list-style-type: none"> • Complete 2-day weekend system (Saturdays, Sundays, and public holidays) • Holidays • GW New Year holidays • Summer vacation • paid holiday • special holiday etc
Job Contract Period	<ul style="list-style-type: none"> • Full-time employment *Trial period available (3 months: no change in working conditions)