

## Job Detail

Entries Level

Position Title	"Omotenashi HR" consulting sales position/Full-time employee/Tokyo, Osaka, Fukuoka
Company Name	nextbeat Co.Ltd.
Activated / Updated	2024-05-07 / 2024-05-07
Job Type	Sales/AE - Corporate Sales Consulting - Other Sales/AE - HR Sales
Industry	IT - Other
Location	Asia Japan Tokyo Asia Japan Osaka Asia Japan Fukuoka
Job Description	<p>[Assigned business]</p> <p>Our company is currently developing its business based on three pillars: "Life Events", "Regional Revitalization", and "Global", and is confronting the various challenges faced by a society with a declining population.</p> <p>The "Hospitality HR" job we are recruiting for is a business in the area of regional revitalization, and is a career change and employment support service specializing in the lodging industry. Specifically, we provide human resource introduction and consulting services to solve various management issues that lodging facilities are concerned about, including employee recruitment.</p> <p>In the future, we will expand the concept of "Nursery Bank!", which is a business that we first created into a platform in the childcare field, to the field of regional revitalization, improve operations through DX in the accommodation industry, and improve the efficiency of labor management. We are planning to expand our business to include commerce, special products e-commerce in cooperation with local governments, and information provision to travelers.</p> <p>[Business content]</p> <p>■Consulting sales position</p> <p>The management of accommodation facilities, like the management of a general company, carries out recruitment plans based on marketing and numbers, and faces many recruitment issues.</p> <p>The position we are recruiting for here will be responsible for solving customers' management issues, with a focus on recruiting support.</p> <p>As the brains of people in the tourism industry who are committed to the "hospitality" that each facility cherishes, we use our specialized management knowledge and industry knowledge to provide consulting on recruitment plans that will have a major impact on management.</p> <p>Specifically, we will perform the following tasks:</p> <ul style="list-style-type: none"> <li>• Creating a list of accommodation facilities with management issues that are difficult to resolve on their own</li> <li>• Discover recruitment promotion and marketing issues necessary to achieve the "hospitality" desired by accommodation facilities.</li> <li>• Producing content with our own creative team and accompanying from direction to delivery.</li> <li>• Data monitoring such as measuring recruiting effectiveness using marketing support tools/optimization to maximize performance</li> <li>• Building medium- to long-term relationships to resolve management issues and proposing additional measures tailored to the management situation</li> </ul> <p>&lt;There are a wide variety of solutions approaches&gt;</p> <ul style="list-style-type: none"> <li>- Job advertisement proposal/improvement</li> <li>- Exhibiting at job change/employment fairs</li> <li>- Production of recruitment videos</li> <li>- Recruitment branding strategy proposal</li> </ul>
	<p>[Why do hospitality HR?]</p> <p>In April 2023, "depopulated areas" where the population is decreasing will exceed half of all municipalities in Japan.</p> <p>This current situation is caused by the concentration of young people in the Tokyo area, where the birth rate is lower than in rural areas.</p>

Company Info	<p>This will further accelerate the population decline of the country as a whole.</p> <p>In order to revitalize not only the Tokyo area but Japan as a whole, it is necessary to support the tourism industry, which is an important industry for local communities.</p> <p>However, while the number of tourists visiting Japan is increasing in the post-corona era, the tourism industry continues to face a serious labor shortage. Furthermore, the lack of know-how and solutions to resolve the labor shortage is a major issue faced by the tourism industry and local communities.</p> <p>Our aim is to build a vibrant local community into the future by creating stable employment and a new flow of people. By supporting the accommodation industry, we are responsible for supporting the revitalization of local communities and revitalizing Japan.</p> <p>[Team structure] We are currently organizing teams based on the job type of job seekers, targeting accommodation facilities across the country. We are a team consisting of a manager and about 15 members. Because we work with a small and elite team, facing and acting on the issues faced by job seekers and accommodation facilities not only leads to personal growth but also to the results of the team and company. We have a strong team bond, and strive to achieve results as a team while working hard together.</p> <p>[Onboarding system] Our sales enablement team, which is responsible for training and onboarding sales staff, will support you from joining the company to success. This team is made up of members who have made great achievements in former sales positions, and are responsible for developing and leading the sales organization.</p> <p>&lt;Support details&gt;  <ul style="list-style-type: none"> <li>• Training (from 14 days after joining the company - opportunities for input are created through timely study sessions)</li> <li>• Development (cross-sectional follow-up from basics to practical training, accompanying to raise the level of sales ability)</li> <li>• Knowledge conversion (utilize data and sales know-how and share it in a format that anyone can use)</li> <li>• Placement (assignment to appropriate business/job type)</li> </ul> </p>
Working Hours	<p>10:00-19:00 (break: 1 hour) *Average overtime hours: 32.13 hours (last year's results)</p>
Qualifications	<p>[Required skills/experience]</p> <ul style="list-style-type: none"> <li>• Over 1 year of sales or sales service experience as a full-time employee</li> <li>• High school graduate, vocational graduate, junior college graduate or above</li> </ul> <p>[Welcome skills and experience]</p> <ul style="list-style-type: none"> <li>• Sales experience of intangible products</li> <li>• Leader or management experience</li> <li>• Work experience at a startup or middle venture</li> </ul> <p>[This kind of person will be active]</p> <ul style="list-style-type: none"> <li>• People who are passionate about expressing and solving abstract problems and ideal images faced by customers.</li> <li>• People who want to provide advice and support regarding management decisions and policies using specialized knowledge and marketing knowledge</li> <li>• Those who can understand people's feelings and facility management, and use their strong communication skills to achieve results.</li> <li>• Those who are particular about results such as team goal achievement and company recruitment success.</li> <li>• People who are interested in businesses that solve problems arising from social issues through their own actions and business and generate profits. People who are interested in businesses that solve problems that arise from social issues and generate profits.</li> </ul>
English Level	None
Japanese Level	Fluent(JLPT Level 1 or N1)
Chinese Level	None
Salary	JPY - Japanese Yen JPY 4500K - JPY 8500K
	<ul style="list-style-type: none"> <li>• Includes 40 hours of deemed overtime/month</li> <li>• Trial period: 3 months</li> <li>• Salary revision: twice a year</li> <li>• Bonus: Twice a year</li> </ul>

Salary Description	<p>[Model annual income]</p> <p>■ Annual income 4.5 million yen After the trial period: Monthly salary 300,000 yen + sales allowance 25,000 yen During the trial period: Monthly salary 257,145 yen + sales allowance 25,000 yen</p> <p>■ Annual income 5.1 million yen After the trial period: Monthly salary 342,860 yen + sales allowance 25,000 yen During trial period: monthly salary 300,000 yen + sales allowance 25,000 yen</p> <p>【Welfare】</p> <p>■Self-study support</p> <ul style="list-style-type: none"> <li>• GLOBIS eMBA course system</li> <li>• Business book purchase system</li> <li>• English lesson support</li> <li>• NorthStarChallenge (new business planning system)</li> <li>• Northstar COLLEGE (in-house university)</li> <li>• NB Fitness Lounge (in-house gym)</li> <li>• Practical English conversation lessons with a dedicated native instructor</li> </ul> <p>■Productivity improvement support</p> <ul style="list-style-type: none"> <li>• Babysitter usage system</li> <li>• Housekeeping assistance system</li> <li>• Sick child care subsidy system</li> <li>• Nursing care support half-day leave system</li> <li>• Coffee server *Tokyo only</li> <li>• Nap room *Tokyo only</li> <li>• Refresh area *Tokyo only</li> </ul> <p>■Activate internal communication</p> <ul style="list-style-type: none"> <li>• Welcome lunch (joint celebration lunch)</li> <li>• Crew's anniversary (birthday celebration)</li> <li>• NEXTBEAT HUB (internal and external exchange event) *Tokyo only</li> <li>• Semi-annual summit (company-wide general meeting)</li> <li>• N club (club activities)</li> <li>• Team achievement meeting, meal cost burden</li> <li>• Cross lunch (lunch social gathering)</li> </ul> <p>■Others</p> <ul style="list-style-type: none"> <li>• Complete social insurance</li> <li>• Transportation expenses provided (with upper limit)</li> <li>• Separate smoking areas within the company (smoking area shared by the building outside/varies by location)</li> <li>• Hugukumi Corporate Pension (scheduled to be introduced from February 2024)</li> </ul> <p>*One of the defined benefit corporate pensions (DB), this is a pension system that also includes a retirement allowance system.</p>
Holiday Description	<ul style="list-style-type: none"> <li>• Complete 2-day weekend system</li> <li>·holiday</li> <li>·paid holiday</li> <li>• Summer vacation (13 days granted as special vacation)</li> <li>·New Year holiday</li> <li>• Congratulatory and condolence leave</li> <li>• Pre- and post-natal leave, childcare leave</li> <li>• Nursing care leave</li> </ul>
Job Contract Period	Full-time employment
Nearest Station	<p>【Tokyo Head Office】</p> <p>JR Yamanote Line "Ebisu Station" 4 minutes walk 5 minutes walk from Tokyo Metro Hibiya Line "Ebisu Station"</p> <p>[Osaka base]</p> <p>7 minutes walk from JR Osaka Station Midosuji Exit 4 minutes walk from Hankyu Umeda Station Chayamachi exit 3 minutes walk from Exit 4 of Nakatsu Station on the Subway Midosuji Line</p> <p>[Fukuoka base]</p> <p>3 minutes walk from Tenjin Station on the Subway Airport Line</p>