

## Job Detail

Staff Level

Position Title	[Overseas sales position (in charge of Chinese-speaking countries)] Sales using Chinese skills at a long-established top-class manufacturer
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	Chemicals/Petro-Chemicals
Location	Asia Japan Tokyo
Job Description	<p>■Business content:</p> <ul style="list-style-type: none"> <li>• Proposal activities to Taiwanese subsidiaries and final customers in Taiwan</li> <li>• Coordination work between Taiwanese subsidiary and domestic (research department, production department, quality assurance department)</li> </ul> <p>*Business trip to Taiwan is required once every 3 to 4 months.</p> <p>■Features:</p> <ul style="list-style-type: none"> <li>• The International Department's overseas sales are different from domestic sales, as they handle both flavors and fragrances.</li> <li>• Each item is custom-made and we quickly propose fragrances that meet customer needs.</li> <li>• To realize this, we will listen to customer requests, coordinate with the company's research institute, and provide samples.</li> <li>• In some cases, we will be responsible for attending the laboratories and factories of customers who have come to Japan from overseas, and accompanying them to market research that also serves as marketing.</li> </ul> <p>■About the assigned department:</p> <p>The International Department is an organization of about 30 people and consists of (1) International Sales Department, (2) International Planning Department, and (3) International Affairs Center.</p> <p>This time, I will be assigned to the International Sales Department, which will consist of one section responsible for sales and two sections responsible for sales assistants.</p>
Company Info	<p>■About our company:</p> <p>Founded in 1903 (Meiji 36), our company has a history of more than 100 years, and is one of the top fragrance manufacturers in Japan and overseas, and has built a strong position within the industry.</p> <p>Barriers to entry in the industry are high and there are not many competitors. There are approximately 2,000 types of raw materials used, and there are various blending orders and methods, so we will continue to expand our blending techniques and expand the possibilities of fragrances. Currently, we produce more than 10,000 products annually.</p> <p>■Financial structure:</p> <p>We boast a high operating profit margin of around 10% every year. We have a robust investment structure, allocating just under 10% of our sales to research and development costs, and are creating a virtuous cycle by creating new fragrances. We offer high-value fragrances that are often made to order. We have a sound financial structure with an equity ratio of around 80%, and we not only invest in the business but also provide generous returns to our employees, with bonuses paid for an average of about 7 months.</p>
Working Hours	<p>&lt;Working hours&gt;</p> <p>9:00-17:30 (Regular working hours: 7 hours 30 minutes)</p> <p>Break time: 60 minutes</p> <p>Overtime work: Yes</p>
	<p>■Required conditions:</p> <ul style="list-style-type: none"> <li>• Work experience with Taiwanese or Chinese companies</li> <li>• Experience studying abroad in Taiwan or China</li> </ul>

Qualifications	<ul style="list-style-type: none"> <li>■ Proposal sales experience</li> <li>■ HSK level 5 or above (Chinese email ability required)</li> <li>■ Standard document creation skills in Excel, Word, and PowerPoint</li> </ul> <p>■Welcome conditions:</p> <ul style="list-style-type: none"> <li>■ TOIEC 700 points or more</li> </ul>
Japanese Level	Native Level
Chinese Level	Daily Conversation Level
Salary	JPY - Japanese Yen JPY 4500K - JPY 6000K
Salary Description	<p>&lt;Supplementary information on each allowance/system&gt;  Commuting allowance: Up to 100,000 yen per month  Family allowance: *For non-managerial positions  Housing allowance: *For non-managerial positions  Dormitory company housing: Company housing (owned by the company)  *Occupancy criteria apply  Social insurance: No additional information  Retirement benefit system: lump sum, defined contribution pension</p> <p>&lt;Retirement age&gt;  60 years old</p> <p>&lt;Education system/qualification assistance supplement&gt;  ■In-house training system  ■Education by rank and job function  ■Language training (English, Chinese)</p> <p>&lt;Other supplements&gt;  ■Welfare service subscription: Discounts available at resorts and hotels nationwide  ■You can use health insurance association and welfare pension fund resorts.  ■Lunch fee assistance  ■Property accumulation savings, benefits, and stock ownership  ■Various club activities, etc.</p> <p>&lt;Planned annual income&gt;  4.5 million yen to 6 million yen  &lt;Wage form&gt; Monthly salary system  Monthly salary (basic salary): 235,000 yen to 315,000 yen  &lt;Monthly salary&gt; 235,000 yen to 315,000 yen  &lt;Salary increase&gt; Yes  &lt;Overtime allowance&gt; Yes  &lt;With or without bonuses&gt; Yes: Average performance: 7.11 months  Wages are only a guideline amount and may change depending on the selection process.  Monthly salary (monthly) includes fixed allowances.</p>
Holiday Description	<p>Complete 2-day week (holidays are Saturdays, Sundays, and holidays)  12 to 20 days of annual paid leave (minimum number of days is the number of days granted after 6 months have passed since joining the company)  Number of holidays per year: 127 days</p> <p>Summer vacation, year-end and New Year holidays, congratulatory and condolence leave, refreshment leave, child care leave, etc.  *Paid vacation: In the first year, the number of days granted will vary depending on the date of employment.</p>
Job Contract Period	<p>&lt;Supplementary information on employment type&gt; Determined period: None No additional information &lt;Trial period&gt; 6 months During the trial period, benefits such as bonuses and retirement allowances will remain the same. There will be a training period separate from the trial period. There are differences in overtime pay and duty pay during that period.</p>