

## Job Detail

Staff Level

Position Title	[English] Overseas Sales/Machine Manufacturer/Annual Income 4.5 million to 6.5 million/Full-time employee @ Fukuoka
Recruiter Company	GLOBALPOWER Inc. / 株式会社グローバルパワー
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - Foreign Trade Sales
Industry	Machinery Manufacturer
Location	Asia Japan Fukuoka
Job Description	<p>You will be primarily responsible for overseas sales of construction machinery, including our main products: hydraulic crushers, rock drilling machines, and rock splitting machines.</p> <p>■Business details: Our main duties include searching for potential distributors to handle our products overseas, concluding agency contracts, providing guidance, and training.          ◎Searching for potential distributors...We search for potential distributors by going to exhibitions around the world, making connections, and negotiating locally.          ◎Signing an agency contract and providing guidance and training...After signing an agency contract, we will demonstrate our products and provide sales guidance to develop our agents.          ◎Area: Our current business area is approximately 35 countries, mainly in Asia, Europe, North and South America, and Oceania. *Domestic sales are handled by group companies, and we may also provide some domestic sales support.</p> <p>■About joining the company: At first, you will accompany senior employees and the president to help you learn the work. You may also have the opportunity to see the actual products being manufactured at the Yoshii Factory.</p> <p>■Working style:          ・ You can conduct sales activities in a free style, such as planning your own business trip schedule according to your goals, such as ``discovering agents" or ``regular visits to agents."          ・ Overseas business trips are generally 5-6 times a year, usually for 2 weeks to 1.5 months each. When I'm in Japan, I basically leave work on time, and I almost never work overtime.</p>
Company Info	<p>machine manufacturer</p> <ul style="list-style-type: none"> <li>Carbide tools (mining, stone, crushed stone, civil engineering bits)</li> <li>Hydraulic crushing machines for stone and concrete (packers, splitters, crushers, cutters) powered by in-house developed hydraulic pumps</li> <li>Casting residue reprocessing hydraulic machine runner crusher</li> <li>Tunnel cutting machine</li> <li>Weir folding machine</li> <li>Rock drilling machine equipped with pneumatic drill, etc.</li> </ul> <p>&lt;Sales destination&gt;</p> <ul style="list-style-type: none"> <li>Stone and crushed stone industry</li> <li>Civil engineering construction industry such as tunnels, slope anchors, demolition chiseling, etc.</li> <li>Casting industry</li> </ul> <p>*Business expansion to overseas countries such as China, India, ASEAN, and EU countries is progressing smoothly.</p>
Working Hours	<p>8:45-17:30</p> <ul style="list-style-type: none"> <li>Break: 70 minutes</li> <li>Overtime: 5 hours or less per month (almost never)</li> </ul>
	<p>■Required skills</p> <ul style="list-style-type: none"> <li>Those who have experience in overseas sales (regardless of the product)</li> <li>Class 1 regular car license (or if you have a license in your home country and</li> </ul>

Qualifications	<p>can drive overseas)</p> <ul style="list-style-type: none"> <li>■Welcome skills <ul style="list-style-type: none"> <li>• Person who has overseas sales experience at a machine manufacturer etc.</li> </ul> </li> <li>■Portrait <ul style="list-style-type: none"> <li>• Those who value teamwork</li> <li>• Those who can travel overseas</li> </ul> </li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 4500K - JPY 6500K
Salary Description	<p>285,000 yen - 416,000 yen</p> <ul style="list-style-type: none"> <li>• Monthly salary (basic salary): 245,000 yen to 298,000 yen</li> <li>• Salary increase: Once a year</li> <li>• Bonus: Twice a year</li> <li>• Complete social insurance</li> <li>• Transportation expenses: Full payment (Private car commuting allowance (free parking available) *30,000 yen per month)</li> <li>• Business trip allowance: From 1,000 yen per day *Varies depending on position and destination.</li> <li>• Housing allowance: Rented house 30,000 yen/Owned house 20,000 yen/month</li> <li>• Family allowance: Spouse: 20,000 yen per month, 10,000 yen per month per child</li> </ul>
Holiday Description	<ul style="list-style-type: none"> <li>• Saturdays, Sundays, and holidays</li> <li>• GW, summer, year-end and New Year holidays (usually around 10 days), paid vacation, refreshment vacation (special vacation), etc.</li> </ul> <p>Annual holidays: 120 days</p>
Job Contract Period	Full-time employee (trial period: 3 months)
Nearest Station	Fukuoka Airport Station