

Job Detail

Staff Level

Position Title	[Technical sales] Responsible for technical proposals and product knowledge support at a trading company specializing in electronic devices/Use your Chinese skills @Osaka
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-02-28 / 2024-03-07
Job Type	Sales/AE - Manufacturing Sales Sales/AE - Foreign Trade Sales Sales/AE - Corporate Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Osaka
Job Description	<p>Our company, which is a trading company specializing in electronic devices that handles electronic components such as semiconductors, liquid crystals, resistors, capacitors, and connectors, is looking for more people to work as technical sales staff.</p> <p>■Recruitment background: In recent years, domestic demand for Chinese and Taiwanese semiconductor manufacturers has been increasing, and the company is also aiming to expand its participation in Chinese manufacturers. However, since there are no Chinese speakers in the company's technical department, the company aims to further expand business by hiring Chinese speakers who can communicate on technical matters.</p> <p>■Business content: My job is to support sales staff with specialized knowledge. Accompanying sales staff, providing technical proposals for electronic devices to customers' design and development staff, and providing support to our own sales staff to acquire product knowledge (mainly for parts from new manufacturers) I will leave it to you.</p> <p>■Specifically: <ul style="list-style-type: none"> Responding to customer inquiries When a customer develops a new product, the customer's design staff and developer will use our parts (regulators (power ICs), operational amplifiers, etc.) for power supply circuits, control circuits (around the CPU), etc. The person in charge will listen to the issues and propose parts. Participate in study sessions held by semiconductor manufacturers and share new product information with sales staff. From time to time, we hold study sessions for sales staff to support them in acquiring product knowledge. </p> <p>■Division of sales and technical sales Sales: Responsible for customer activities and taking orders for each customer. Sales technology: There are no customers in charge, and technical follow-up is carried out on a case-by-case basis. *Sales activities will be carried out by the sales department alone until the customer's technical person appears.</p> <p>■Flow after joining: First, we will start by responding to customer inquiries. We receive about 10 to 20 inquiries a day, and we ask manufacturers to find a solution. After about a year, you will be asked to attend sales web negotiations and make technical proposals to customers.</p> <p>■Organizational structure to which you will be assigned: Assigned to...Sales Technology Group The sales technology group currently has 3 members (2 men, 1 woman). There are two men (one in their mid-30s and one in their late 20s) who are in charge of the technical sales that I will be entrusting with this time. In addition, there is one woman in the group who is responsible for developing overseas suppliers.</p>
	Job type:

Company Info	<p>■ Technical proposals for electronic devices to customers' design and development staff</p> <p>■ Product knowledge acquisition support for our own sales staff (mainly for parts from new manufacturers)</p> <p>■ Parts we handle for power supply circuits, control circuits (around the CPU), etc. when customers develop new products.</p> <p>In order to use regulators (power ICs, operational amplifiers, etc.), the customer's design and development staff will contact us.</p> <p>We conduct hearings on issues and propose parts. We will also respond to technical inquiries regarding the proposed parts.</p> <p>Job type:</p> <p>■ Participate in study sessions held by semiconductor manufacturers and share new product information with sales staff.</p> <p>■ Hold study sessions for sales staff and support them in acquiring product knowledge.</p>
Working Hours	<p>8:30-17:00</p> <ul style="list-style-type: none"> • Break time: 60 minutes • Whether there is overtime work: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No • Average monthly overtime hours: 20 hours
Qualifications	<p>【Prerequisite】</p> <p><input type="radio"/> Those who apply to all of the following</p> <ul style="list-style-type: none"> • Those who can read analog and digital electronic circuits/those with 3 years or more of working experience • Chinese business level (position in charge of Chinese) • Japanese level N1 (Fluent) <p>↳ When I go to a customer site with my sales staff, communication with the customer will be in Japanese.</p> <ul style="list-style-type: none"> • Qualifications: First class driver's license, regular car <p><input type="radio"/> Persons who meet any of the following conditions</p> <ul style="list-style-type: none"> • Academic background: Graduated from an electronics department • Those who have work experience in electrical and electronic component selection and circuit design (especially analog circuits) <p>[Welcome conditions]</p> <ul style="list-style-type: none"> • Experience in electrical and electronic component selection and circuit design (especially analog circuits) <p>Those who have experience as a field application engineer</p> <p>The person you are looking for</p> <ul style="list-style-type: none"> • Those who can communicate smoothly both inside and outside the company • People who are interested in technology and products
Japanese Level	Native Level
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 4500K - JPY 6000K
Salary Description	<p>Participating insurance:</p> <p>■ Employees' pension ■ Health insurance ■ National health insurance ■ Employment insurance ■ Worker's compensation insurance</p> <p>■ Others (transfer assistance: available / refreshment allowance / housing assistance / business trip allowance / asset accumulation savings system / Medical checkup (35 years old and up)/Paid purchase after the statute of limitations has expired</p> <p>allowance:</p> <p>■ Countable salary allowance: 5,000 yen</p> <p>■ Regular housing subsidy allowance: 13,200 yen</p> <p>■ Monthly business bonus allowance: Actual cost yen</p> <p>■ Overtime allowance: actual cost yen</p> <p>■ Commuting allowance: Actual expenses yen</p> <p>■ Refreshment allowance: A system in which all employees receive 100,000 yen from their April salary before the Golden Week (family members are also paid an additional amount).</p> <p>Estimated annual income: JPY 4,500,000 - JPY 6,000,000</p>
Holiday Description	<p>Regular days: Every Saturday, Sunday, and holidays</p> <p>Others (Several Saturdays a year)</p> <p>Paid vacation: 10 days to maximum 20 days after 6 months of joining the company</p> <p>GW, summer, year-end and New Year holidays: 7 to 10 consecutive holidays each</p>