

Job Detail

Senior Level

Position Title	[Sales planning job] Famous major food manufacturer in a period of global change
Recruiter Company	Pasona Inc. Global department／株式会社パソナ グローバル事業本部
Company Name	Company name is private
Activated / Updated	2024-03-18 / 2024-05-09
Job Type	Sales/AE - Other Planning/Marketing/PR - Sales Planning Planning/Marketing/PR - Research & Analysis
Industry	Food and Beverage Production
Location	Asia Japan Tokyo
Job Description	<p>We are recruiting for a core sales planning position at a leading company with the top share of the domestic rice cracker market!</p> <p>[Business content] Based on sales strategies, we create sales plans and promotional plans, and work with sales branches and marketing departments across the country to propose new value to our business partners. ※in particular: 1. Proposal work: Sales volume planning, sales promotion planning, coordination of each branch's plan and headquarters' planning *Support for each branch to expand its own product share, make sales floor proposals, special sale proposals, etc. to mass retailer headquarters and wholesalers 2.Data analysis work: Market data analysis *Market data analysis provided by external companies and in-house sales data analysis Solving customer issues based on data analysis 3.Other duties Developing PB products according to the requests of sales personnel and business partners</p> <p>[Career path] You can aim for promotion at the headquarters (supervisory/managerial positions), transfer to the marketing department, or leadership at a sales branch (supervisory/managerial positions)!</p> <p>[Experience/skills gained by joining the company] 1. Experience in strategic planning The company, which has the top market share in rice crackers, plans strategies for the entire confectionery section, starting with rice crackers. Branches across the country carry out activities based on strategies planned by the sales headquarters, so you can have a very dynamic work experience. 2. Experience in sales promotion planning Develop various plans to promote sales. For example, we are considering plans such as cross-merchandise with other food products, not just the confectionery section. *Past example: In preparation for the health checkup season, we conducted a campaign in collaboration with a beverage manufacturer that has a "reduced salt series" and health tea. The in-store event was a great success, attracting the attention of many shoppers and receiving great praise from customers.</p> <p>*National transfer possible. However, in the case of an assignment/transfer that involves moving, you will be eligible for rented company housing, although there are payment conditions. The company will pay 80% of the rent, with the upper limit being the standard rent depending on the area. ・ Branch: Tokyo, Miyagi (Sendai), Aichi (Nagoya), Osaka, Fukuoka *The contract will be for one year as a contract employee. The promotion rate for full-time employees after one year is over 95% (2022 results). (We plan to switch unless there is a serious case of poor attendance.)</p>
Company Info	<p>[Prime listed company] [Leading company with top-class sales in the rice cracker industry] [Aggressively promoting overseas expansion] [This is a position involved in promoting internal globalization] [Average years of service: 21 years] [Over 120 days off per year]</p> <p>[Countermeasures against passive smoking] No smoking indoors</p>

Working Hours	08:30 - 17:30
Qualifications	<p>[Required requirements]</p> <ul style="list-style-type: none"> ■ More than 3 years of experience in proposal sales to mass merchandisers/retail stores ■ Experience in planogram proposal <p>[Welcome requirements]</p> <ul style="list-style-type: none"> ■ Experience in analyzing customer/sales data (e.g. POS, SRI, etc.) ■ Experience in writing proposals ■ Experience using planogram software ■ Industry experience in food and food distribution
English Level	None
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 4500K - JPY 6500K
Salary Description	<p>[Wage notes]</p> <ul style="list-style-type: none"> • Bonus: Twice a year <p>(Supervisor position: Last year's results/Total of 2 times: 5.05 months of monthly salary) (Managerial position: annual salary system, paid based on evaluation) Month of payment: July, December</p> <p>[Insurance] Fully equipped with social insurance Health insurance, welfare pension, employment insurance, workers' compensation insurance</p> <p>[Allowances]</p> <p>Commuting allowance, overtime allowance, regional allowance, special skills allowance, company housing system/rental subsidy (according to company regulations), retirement allowance system (after being promoted to a regular employee), family allowance (after being promoted to a regular employee)</p>
Holiday Description	<p>[Number of holidays per year] 120</p> <p>[Holidays] Two days off per week (Saturday and Sunday) Saturdays, Sundays, holidays, summer vacation, year-end and New Year vacation, paid vacation, special vacation (congratulations and condolences, marriage and childbirth, sickness, refreshment vacation, etc.), and others (according to the company calendar) *Basically, Saturdays and Sundays are closed, but you may be required to work on Saturdays a few days a year.</p>
Job Contract Period	Contract employee *Almost likely to switch to full-time employee (actual results)
Nearest Station	Shintomicho (Tokyo) (Yurakucho Line): 5 minutes walk