

Job Detail

Entries Level

Position Title	[Shin-Osaka/Chinese] Cosmetics technical sales position/Many transactions with major companies
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	2024-03-14 / 2024-04-26
Job Type	Sales/AE - Other Sales/AE - Foreign Trade Sales Planning/Marketing/PR - R&D Planning
Industry	Perfumery/Cosmetic
Location	Asia Japan Osaka
Job Description	<p>[Recruitment background] We are looking for additional staff due to an increase in overseas projects. Because we are recognized in the industry as an ODM company rather than an OEM with strong subcontracting elements, we are receiving a significant increase in new project requests. We are also focusing on overseas expansion, and exhibit at overseas exhibitions about 3 to 5 times a year.</p> <p>[Job details] You will be in charge of planning proposals and technical sales for cosmetics. Currently, the number of overseas projects (particularly Chinese projects) is increasing, and you will be responsible for our technical sales to Chinese companies with branches in Japan and local companies in China.</p> <p><Specifically> We provide ODM (original equipment manufacturing) services from planning proposals to integrated production of cosmetics (skin care products such as lotion, hair care products such as shampoo, makeup products such as foundation) and quasi-drugs. Masu.</p> <p>Our sales style is centered around deep-dive sales. When it comes to acquiring new needs, we mainly rely on exhibitions and introductions from customers. Since we have many repeat customers, we focus on in-depth sales. Each person will be in charge of around 10 to 30 companies, and will make proposals tailored to each company. In the case of companies with a large number of projects per company, several salespeople may be in charge, or a team may be in charge.</p> <p>The content of the proposal will be based on market conditions, including product targets, concepts, usability, package design, raw materials, and promotional methods. After joining the company, OJT will be the main focus. After joining the company, you will receive quality and product training at the main factory. After that, there will be OJT training such as accompanying sales staff.</p> <p>After joining the company, you will gain experience as marketing support.</p> <p>【charm】 Since our founding in 1935, we have been manufacturing the latest and highest quality cosmetics under an integrated quality control system from research and development to mass production and planning, using the cosmetics development technology we have cultivated over many years. Since our founding, we have focused on developing natural cosmetics, and as a result we have accumulated a wealth of know-how that exceeds that of major cosmetics manufacturers.</p> <p>[Education system/qualification assistance supplement] We offer a variety of training programs, including training for new employees, career advancement training, and training for managers. In addition, the qualification subsidy system will be examined by the company based on individual declarations, and will be provided if approved.</p>
	A stable company with a long history, founded in 1935! Take on the challenge of planning and proposing cosmetics and technical sales using your Chinese skills! Countermeasures against passive smoking: No smoking indoors

Company Info	Since our founding in 1935, we have been manufacturing the latest and highest quality cosmetics under an integrated quality control system from research and development to mass production and planning, using the cosmetics development technology we have cultivated over many years. Since our founding, we have focused on developing natural cosmetics, and as a result we have accumulated a wealth of know-how that exceeds that of major cosmetics manufacturers.
Working Hours	08:45 - 17:30
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> • Chinese native level • Those who can respond to emails in English without any problems • Person who has corporate sales experience (tangible or intangible) • Those who wish to work in cosmetics technical sales <p>[Welcome requirements]</p> <ul style="list-style-type: none"> • Those who have experience in corporate sales in an industry related to cosmetics in some way, such as raw materials, containers, materials, or analytical equipment. • Those with a science background (chemistry, biology, biology, pharmacy, etc.)
English Level	Minimum Communication Level (TOEIC 225-470)
Japanese Level	Business Level(JLPT Level 2 or N2)
Chinese Level	Native Level
Salary	JPY - Japanese Yen JPY 3500K - JPY 4500K
Salary Description	<p>Bonus: 2 times, salary increase: Yes Fully equipped with social insurance Commuting allowance, housing allowance, overtime allowance, family allowance, sales allowance, retirement allowance system ■Executive allowance, manager's allowance ■Retirement allowance mutual aid (joined after 6 months after joining the company) ■Defined contribution pension system (joined at the time of joining) ■Lunch subsidy available (lunch can be eaten with 200 yen salary deduction) ■Company trip (past to Thailand) ・Bangkok, etc.)■Summer safety and health conference (commonly known as summer festival once a year)■In-house events■Cosmetics monitoring system■Long service award■Childcare shortened working hours system (until elementary school graduation)</p>
Holiday Description	<p>[Number of holidays per year] 120 [Holidays] 2 days off per week (Saturday and Sunday), 10 to 20 days of annual paid vacation (minimum number of days is the number of days granted after 6 months have passed since joining the company) Saturdays, Sundays, holidays, year-end and New Year holidays (7-8 days), summer vacation (4-5 days), paid vacation (10 days after 6 months of employment in the first year), condolence leave *Since we do not have a complete two-day work week, you will be required to work on a Saturday approximately once a month. summer vacation paid holiday Congratulatory and condolence leave</p>
Job Contract Period	Full-time employment, trial period: 3 months
Nearest Station	Shin-Osaka Station (Tokaido Shinkansen/Sanyo Shinkansen/Tokaido Main Line (Maibara-Kobe)/Tokaido Line/Osaka Higashi Line/Midosuji Line)