

Job Detail

Senior Level

Position Title	[Overseas Sales] Mineral products/chemicals manufacturer/Prime listed company group
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	2024-03-15 / 2024-05-09
Job Type	Sales/AE - Foreign Trade Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Tokyo
Job Description	<p>■Business content: You will be in charge of overseas sales at the company, which is engaged in a wide range of import and export trade between China, Southeast Asia, etc., and Japan.</p> <p>◎Details: <ul style="list-style-type: none"> • This business involves importing mineral products and raw materials for chemicals from China and selling them to major Japanese chemical manufacturers, as well as exporting and selling chemicals and industrial products from Japanese manufacturers to China. • The main products are chemical products. -This is a position where you will mainly interact with sales representatives of Chinese companies, raw material manufacturers, etc., and also with quality assurance, manufacturing, and transportation and logistics personnel.</p> <p>■About the client: Our customers include glass manufacturers, ceramic manufacturers, and chemical manufacturers in Japan, and chemical and industrial product assembly manufacturers, trading companies, etc. in China. Once you are assigned the role, you will be expected to travel to China about once a month. We will strengthen our relationships with local business partners and propose a variety of services that go beyond just import and export.</p> <p>■How to work: <ul style="list-style-type: none"> • After joining: Through training, you will acquire the rules and knowledge of trade practices, and you will memorize the flow of work by accompanying your superiors, focusing on project management. We will leave you in charge of the customer for approximately one year. • Business trips: Domestic business trips may involve one day to 2 or 3 days, and overseas business trips may be for about a week. • Overtime: Average overtime hours are approximately 20 hours. The company does not have a culture of working a lot of overtime, so it is an environment where you can work with a sense of balance. </p> <p>■Career path: <ul style="list-style-type: none"> • Job rotation: As a guideline, there is a possibility of rotation of the products and regions in charge after about 4 years. • Overseas assignment: There is a possibility of overseas assignment in the future. Currently, possible posting destinations are Beijing and Shanghai, but each posting period is approximately 4 years. • Career step: There is a possibility of rotation or stationing, but eventually you will aim to become a manager. </p> <p>■Organizational structure: The overseas business department has 9 people in Japan and 9 people in China (1 person stationed in Japan and 8 staff members in China). The group consists of a group leader, deputy leader, general manager, and other members, and most of them are in their 40s and 50s.</p> <p>■Charm: It is a group company of AGC Co., Ltd., which is listed on the Tokyo Stock Exchange Prime. The company is stable and you can work with peace of mind.</p>
	★ [TSE Prime listed company group] [Specialized trading company with a small number of elite people with a stable foundation] [Stable foundation established over 70 years]

Company Info	★ 【Fields ranging from minerals and chemicals to logistics, and knowledgeable about Chinese trade】 【Possible to build a career from a long-term perspective】 Countermeasures against passive smoking: No smoking indoors
Working Hours	09:00 - 17:45
Qualifications	<p>[Required requirements]</p> <ul style="list-style-type: none"> Experienced in import/export trade with China Corporate sales experience in chemicals (both organic and inorganic) Overseas sales experience <p>[Language supplement]</p> <ul style="list-style-type: none"> Language training: It is possible to take Chinese training after joining the company.
English Level	None
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 5500K - JPY 6000K
Salary Description	<p>Bonus: 2 times, salary increase: Yes</p> <p>[Bonus notes]</p> <p>Number of bonuses paid: Twice a year (July and December) / 4.4 months of basic salary (2022 results)</p> <p>[Wage notes]</p> <ul style="list-style-type: none"> The wages are only a guideline and may change depending on the selection process. Monthly salary (monthly) includes fixed allowances. <p>[Annual salary/overtime model]</p> <p>Annual salary model: Acting leader (40 years old) 7 million to 7.4 million yen / Leader (45 years old) 7.9 million to 8.3 million yen Overtime model: Young person (20 hours assumed) 35,500 to 41,000 / Young person (20 hours assumed) 51,000 to 54,000</p> <p>Fully equipped with social insurance</p> <p>Commuting allowance (full payment)</p> <p>Dormitory company housing (for transferees, there is a substitute company housing system)</p> <p>Retirement allowance system</p> <p>Full transportation allowance</p> <p>single dormitory</p> <p>Company housing</p> <p>[Education system/qualification assistance supplement]</p> <p>OJT/rank-specific training *There is a subsidy system for expenses for qualifications required for work.</p> <p>【Welfare】</p> <p>Cafeteria plan (40,000 to 90,000 yen per year depending on usage) /</p> <p>Congratulations and condolences system / Employee stock ownership plan /</p> <p>Retirement age 60 / Telecommuting/remote work negotiable (remote/home 2 days a week)</p>
Holiday Description	<p>[Number of holidays per year] 120 [Holidays] Two days off per week (Saturdays and Sundays), Saturdays, Sundays, and holidays, 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), year-end and New Year holidays (December) 29th to January 4th), refreshment leave (5 days) every 10 years of service, childcare leave (100% return rate after childcare leave)</p> <p>Complete 2-day week (Saturdays, Sundays, and public holidays)</p> <p>paid holiday</p> <p>winter vacation</p> <p>Childcare leave</p>
Job Contract Period	Full-time employment, trial period: 3 months
Nearest Station	Yurakucho Station (Yamanote Line/Keihin Tohoku Line/Yurakucho Line) Walk: 2 minutes