

## Job Detail

Staff Level

Position Title	[Full-time employee/English] Overseas sales job at a major air conditioner manufacturer @ Tokyo
Recruiter Company	Gowell Co., Ltd.
Company Name	Company name is private
Activated / Updated	2024-03-22 / 2024-03-22
Job Type	Sales/AE - Manufacturing Sales
Industry	Machinery Manufacturer
Location	Asia Japan Tokyo
Job Description	<p>A listed company with a history of over 70 years.  This is a general position position in the corporate planning department of a commercial air conditioner manufacturer.  We deliver air conditioning equipment to large facilities such as offices, hospitals, schools, stations, and factories, and have the top share in Japan.  We have advanced technical capabilities, flexible response capabilities, and a track record built up over a long history, such as responding to individual orders depending on the characteristics and purpose of the building.  We have 5 production bases in Japan and overseas. In addition to our Okayama and Kanagawa factories in Japan, we have overseas bases in China and Taiwan, allowing us to serve the ASEAN region, India, and the Middle East.</p> <p>In order to further strengthen our overseas business, we are looking for people to join our international sales department who will be able to develop new business in the ASEAN region and India. In one to two years, we hope that you will be able to handle overseas sales on your own and take on a central role as an overseas sales representative.</p> <ul style="list-style-type: none"> <li>●New development sales to construction clients, design offices, construction companies, sales agents, etc. in the ASEAN region and India</li> <li>●Engaged in overseas web service development and digital marketing</li> <li>●Overseas sales and product specification meetings and export/import arrangements through web conferences from Japan</li> <li>●Overseas business trips once or twice a month (meetings with our agents and customers, etc.)</li> </ul> <p>*We mainly sell air conditioners (FCU*) for luxury hotels (5-star class) overseas.  *In addition to non-Japanese companies, this is a BtoB business where Japanese subcontractors overseas sell products with technical knowledge about air conditioning.</p> <p>[Number of members]  6 people</p>
Company Info	[Countermeasures against passive smoking] No smoking on premises (Yes)
Working Hours	9:00~18:00
Qualifications	<ul style="list-style-type: none"> <li>・ Business level English proficiency</li> <li>・ Japanese Language Proficiency Test N2 or above</li> <li>・ Person who has sales experience including new development</li> <li>- Those who are familiar with the business customs and economy of their home country (ASEAN region, India, Middle East)</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 4500K - JPY 7500K
	[Salary]

Salary Description	<p>■Mid-career (young) Annual income: 4.4 million yen to 5.6 million yen (assuming around 30 hours of overtime) Monthly income: 233,000 yen to 310,000 yen (no overtime) Bonus: Average 4.4 months</p> <p>■Mid-career (executive candidate) 40 years old (section manager) to 45 years old (acting section manager) Annual income: 6.4 million yen to 7.5 million yen (assuming 30 hours of overtime) Monthly income: 337,000 yen to 368,000 yen Bonus: 1.32 million yen to 1.96 million yen</p> <p>★Salary increase once a year (April) ★Bonus twice a year (June and December, last year's actual result was 4.6 months)</p> <p>【Welfare】</p> <ul style="list-style-type: none"> <li>• Full transportation expenses paid</li> <li>- Fully equipped with various social insurance (employment, industrial accident, health, welfare pension)</li> <li>• Position allowance, overtime allowance, business trip allowance</li> <li>• Support for changing residence status</li> <li>• Living-related allowance</li> <li>• Retirement allowance system, asset accumulation savings system, employee stock ownership system</li> <li>• Resort facility available</li> <li>• Single dormitory available</li> <li>• New company training, external training seminars</li> <li>• Club activities (golf, skiing, snowboarding, futsal, etc.)</li> <li>• Childcare shortening system, no smoking in offices</li> </ul>
Holiday Description	<ul style="list-style-type: none"> <li>• Complete 2-day weekend system (Saturday and Sunday), holidays</li> <li>• Summer vacation, New Year holidays, Golden Week</li> <li>• Anniversary of the founding</li> <li>• Paid vacation, condolence leave</li> <li>• Pre- and post-natal leave, childcare leave (taken record), refreshment leave</li> </ul> <p>*Approximately 125 days off per year (varies depending on the day of the holiday)</p>
Job Contract Period	Full-time employment
Nearest Station	Nearest station: Toei Shinjuku Line "Hamacho Station" 5 minutes walk