

Job Detail

Staff Level

Position Title	Aircraft Trader 【ITC-AeroLeasing, Inc.】
Company Name	ITC-AeroLeasing, Inc.
Activated / Updated	2024-05-09 / 2024-05-17
Job Type	Sales/AE - Corporate Sales Sales/AE - Foreign Trade Sales
Industry	Wholesale Trade/Import-Export
Location	Asia Japan Tokyo
Job Description	<p>【Department】 Aircraft Sales</p> <p>【The details about the department】 Aircraft cross-border trading, aircraft to include helicopters, regional jets, turboprops, and small-business jets. A well-experienced trader who is the Executive Vice President of the company leads the team with two traders and one sales assistant.</p> <p>【Recruitment background】 Due to organisational expansion, we need more assistant traders who can help us grow, develop their own careers, and be sales focused.</p> <p>【Role Summary】 Assist traders, especially the Head of Aircraft Sales, to materialise deals efficiently with a focus on customer satisfaction and creating sales opportunities.</p> <p>【Tasks】</p> <ul style="list-style-type: none"> ◇Work on general marketing and generation of marketing material. ◇Assist with aircraft inspections and valuations with the collaboration of the Asset Management Team. ◇Manage projects and liaison with various departments. ◇Negotiate commercial terms with advice from a supervisor. ◇Use of various online valuation tools, databases, and marketing websites. ◇Any other tasks associated with the above.
Company Info	<p>■A pioneering trading and leasing company specializing in aircraft. We lease, buy and sell aircraft for domestic and foreign operating companies/investors.</p> <p>■We also provide aircraft business consulting and project management services, and have a track record of providing them to major domestic airlines, major banks, experts, etc. both domestically and internationally.</p> <p>[Measures to prevent passive smoking] As a general rule, no smoking indoors.</p>
Working Hours	09:00-18:00 (Regular working hours 8 hours) [Break] 60 minutes [Note] Equivalent hours of fixed overtime pay: 35.0 hours/month
Qualifications	<p>【Qualification Requirements】</p> <ul style="list-style-type: none"> ◇Substantial commercial and sales background. ◇Good PC skills (including Excel, PowerPoint, and Word). ◇Genuine Interest in the aviation industry and aircraft. ◇As we plan to give intensive on-the-job training, the mentioned "Desired Characteristics" may be more critical. <p>【Language】 Fluent in English (at least English business level).</p> <p>【Desired Characteristics】</p> <ul style="list-style-type: none"> ◇Eager to go through such intensive on-the-job training. ◇A natural communicator and team player. ◇Strong sense of ownership, a natural leader. ◇A positive /energetic person.

	<ul style="list-style-type: none"> ◇A good logical thinker and a good listener. It is ideal if one has lived abroad and been exposed to various cultures including Japanese. ◇Clean / well-organized / detail-oriented person. ◇Interests/passion outside of work, i.e., a hobby, focused on work/life balance: work hard, play hard.
English Level	Fluent (TOEIC 865-)
Salary	Depends on experience
Salary Description	<p>【Social insurance】 Health insurance, welfare pension insurance, employment insurance, worker's compensation insurance</p> <p>【Allowances】 Commuting allowance (paid based on company regulations), overtime allowance (fixed overtime pay system, excess paid separately)</p>
Holiday Description	<ul style="list-style-type: none"> ◇Complete five-day work week (Saturday, Sunday, and holidays) ◇Summer: 5 days (paid use) ◇New Year holidays: 5th ◇Paid holiday: 10 to 20 days (granted on a pro rata basis when joining the company) *Annual holidays: 120 days
Job Contract Period	<p>Full-time employees: No stipulations (65 years old with retirement age system).</p> <p>*Probational Period: 6 months</p>
Nearest Station	<p>Tokyo Metro Hibiya Line: 4 minutes walk from Kayabacho Station</p> <p>JR Keiyo Line: 5 minutes walk from Hatchobori Station/5 minutes walk from Kayabacho Station</p>