

## Job Detail

Staff Level

Position Title	[Global/New Business] In charge of MD who connects products from Japan and the world
Recruiter Company	Leverages Career China Co., Ltd
Company Name	Company name is private
Activated / Updated	2024-03-28 / 2024-03-28
Job Type	Logistics/Retail/Consumer/Fashion - Buyer/Merchandiser
Industry	
Location	Asia Japan Tokyo
Job Description	<p>[Business content] You will be primarily responsible for the following areas regarding our multiple overseas businesses in China.</p> <p>◆MD duties</p> <ul style="list-style-type: none"> <li>• Overall product development work from product planning and business planning to proposals through negotiations with domestic and overseas customers.</li> <li>• Schedule/delivery management, cost/price negotiation, sample instructions, and other general work incidental to development at the development stage</li> <li>• Planning until sales/budget management/promotional marketing</li> <li>• Selection and purchase of products from overseas manufacturers</li> <li>• Building/maintaining/managing tax/legal/contract/customs-related flows</li> </ul>
Company Info	<p>[Business details] We are a new business that connects the Chinese BtoB wholesale market and the Japanese BtoB wholesale market, and we are expanding our business in all areas: online/offline &amp; import/export. ★Cross-border EC platform for China (*Released in November 2023!) ★Achieved based on a strategic partnership with the world's largest real wholesale market Exhibition business in Bakurocho (scheduled to open in March 2024!) We are actively developing new overseas businesses.</p> <p>【charm】</p> <ul style="list-style-type: none"> <li>• Business advantage</li> </ul> <p>Our company collaborates with China's major payment service ``YeePay" and China's largest B2C e-commerce mall ``Tmall Global" operated by Alibaba Group, which has built a logistics network around the world. • We are responsible for everything from payment to marketing, and are developing new businesses in highly difficult areas where Japanese startups have had difficulty entering in the past.</p> <p>We are expanding into a wide range of fields, including holding large-scale exhibitions not only online but also offline, and collaborating with OEMs, and aim to further expand our business in the future.</p> <ul style="list-style-type: none"> <li>• Communication with management</li> </ul> <p>Since the project is directly under the CEO and is related to a new business, I am able to work quickly and close to the management who has decision-making authority.</p> <ul style="list-style-type: none"> <li>• Organization is growing rapidly</li> </ul> <p>Currently, we have a department of about 10 people, and 30% of them are global members from China.</p> <p>In addition, we are increasing the number of members as our business expands, and there is a shortage of MGR positions and senior MGR positions, so it is ideal for those aiming to advance their career.</p>
Working Hours	9:00-18:00 (60 minutes break) *The start of the week is 8:30-17:30 as there is a morning meeting.
Qualifications	<p>【Prerequisite】</p> <ul style="list-style-type: none"> <li>• Those who have experience in MD work at a trading company</li> </ul> <p>[Welcome conditions]</p>

	<ul style="list-style-type: none"> <li>• Familiarity with EC and cross-border EC</li> <li>• Chinese skills at or above daily conversation level</li> </ul>
Japanese Level	Native Level
Chinese Level	Daily Conversation Level
Salary	JPY - Japanese Yen JPY 8000K - JPY 10000K
Salary Description	<p>[Various allowances/systems]</p> <ul style="list-style-type: none"> <li>• Commuting allowance (up to 50,000 yen)</li> <li>• Children's allowance (paid according to the period until graduation from elementary school and years of service)</li> <li>• Employee stock ownership plan</li> <li>• Defined contribution pension (401K)</li> <li>• Award system</li> </ul> <p>【Welfare】</p> <ul style="list-style-type: none"> <li>• Regular health checkup</li> <li>• Influenza vaccination</li> <li>• Gynecological checkup</li> <li>• English conversation learning system</li> <li>• Massage</li> <li>• Shuffle lunch</li> <li>• Club activity support</li> <li>• Birthday gift</li> </ul> <p>*Others: • PC available (Mac or Windows) • Water server available • Vending machine available • Office convenience store available</p> <p>《Salary details》</p> <ul style="list-style-type: none"> <li>• Annual income 8 million yen to 10 million yen</li> <li>• Monthly salary 666,667 yen (including basic overtime pay of 173,410 yen for 45 hours) - Monthly salary 833,333 yen (including basic overtime pay of 216,763 yen for 45 hours)</li> </ul> <p>*Overtime for hours exceeding 45 hours will be paid separately.  *Judges will be made according to our company's regulations based on skills/previous salary.  *We also conduct interviews to discuss terms and conditions before and after making a job offer.</p>
Holiday Description	<ul style="list-style-type: none"> <li>• Complete 2-day weekend system (Saturdays, Sundays, and holidays)</li> <li>• Paid holidays, birthday leave, long service leave, year-end and New Year holidays, summer vacation (can be taken for 3 days from July to November), childcare leave, nursing care leave, menstrual leave</li> </ul>