

Job Detail

Staff Level

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| 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"> • Overall product development work from product planning and business planning to proposals through negotiations with domestic and overseas customers. • Schedule/delivery management, cost/price negotiation, sample instructions, and other general work incidental to development at the development stage • Planning until sales/budget management/promotional marketing • Selection and purchase of products from overseas manufacturers • Building/maintaining/managing tax/legal/contract/customs-related flows |
| 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 & 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"> • Business advantage <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"> • Communication with management <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"> • Organization is growing rapidly <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 | <p>9:00-18:00 (60 minutes break) *The start of the week is 8:30-17:30 as there is a morning meeting.</p> |
| Qualifications | <p>【Prerequisite】</p> <ul style="list-style-type: none"> • Those who have experience in MD work at a trading company <p>[Welcome conditions]</p> |

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| | <ul style="list-style-type: none"> • Familiarity with EC and cross-border EC • Chinese skills at or above daily conversation level |
| 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"> • Commuting allowance (up to 50,000 yen) • Children's allowance (paid according to the period until graduation from elementary school and years of service) • Employee stock ownership plan • Defined contribution pension (401K) • Award system <p>【Welfare】</p> <ul style="list-style-type: none"> • Regular health checkup • Influenza vaccination • Gynecological checkup • English conversation learning system • Massage • Shuffle lunch • Club activity support • Birthday gift <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"> • Annual income 8 million yen to 10 million yen • 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) <p>*Overtime for hours exceeding 45 hours will be paid separately.</p> <p>*Judges will be made according to our company's regulations based on skills/previous salary.</p> <p>*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"> • Complete 2-day weekend system (Saturdays, Sundays, and holidays) • 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 |