

## Job Detail

Staff Level

Position Title	Aircraft Lease Sales (Operators) 【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><b>【Department】</b> Aircraft Lease Sales (Operators)</p> <p><b>【Details about the department】</b> One assistant manager or associate, depending on sales and marketing experience and profile. Reporting line: President and Executive Vice President (Daily reporting shall be made solely in English, but other communication may require Japanese).</p> <p><b>【Recruitment background】</b> Fill a vacancy</p> <p><b>【Role Summary】</b> This department is responsible for identifying, executing, and coordinating aircraft lease sales at a project level, focusing on managing the transaction and the client relationship. Depending on experience, ownership of the project will commence after key terms have been negotiated with the client by senior management, with a long-term hope for the right candidate to take on negotiation responsibilities and initiate new business.</p> <p>A. An Associate candidate will be expected to support the management and their communication with existing and new clients, focusing on marketing and building relationships. B. An Assistant Manager candidate will be expected to display strong project management skills, coordinating various internal/external departments so that the transaction successfully closes. An Assistant Manager of sales will involve a greater level of expectation to source and develop new business by identifying and chasing their own leads.</p> <p><b>【Tasks】</b> ◇Conduct marketing through a range of platforms and methods, coordinating with management and the public/client relations manager. ◇Support management on the initiation of relationships with new customers and solidify relationships with existing customers. ◇Research the Aircraft's current value, future value and marketability, using our database and come up with the lease proposal. ◇Coordinate with our Legal Department or Credit Department, conveying the required documents for us to complete the customer assessment. ◇Planning, scheduling, and executing transactions at a project level. ◇Awareness and coordination of the progress of related departments. ◇Identifying and solving project-delaying bottlenecks. ◇Budgeting third-party costs and overall project costs. ◇Responsibility for transactional payments being made to meet transaction deadlines. ◇Oversight of internal approval of transactions. ◇Coordinating with various departments so that ITC can make informed/optimized decisions, tying together technical, commercial, and legal considerations.</p> <p><b>【On-the-job training】</b> Intensive on-the-job training shall be provided throughout and beyond the probational period. The candidate would be expected to be proactive in learning.</p>
	<p>■A pioneering trading and leasing company specializing in aircraft. We lease, buy and sell aircraft for domestic and foreign operating companies/investors.</p>

Company Info	<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	<p>09:00-18:00 (Regular working hours 8 hours) [Break] 60 minutes [Note] Equivalent hours of fixed overtime pay: 35.0 hours/month</p>
Qualifications	<p><b>【Qualification Requirements】</b>  ◇A bachelor's degree or similar – commerce, engineering, financial, or legal qualifications may be beneficial.  ◇Outstanding PC Skills (Power Point, Word, and Excel)  ◇Outstanding Presentation Skills.  ◇Strong in number.  ◇Ability to manage, or the motivation to learn how to handle competing needs in a cross-border environment.  ◇Solution-oriented, time-focused with a mindset to resolve problems now rather than later.  ◇Ability to project manage, multi-task and adapt to different audiences/perspectives.  ◇A keen interest in understanding the general aviation industry.  ◇Strong coordination and multi-tasking skills.</p> <p><b>【Language】</b>  English Business / Native  Japanese beneficial.</p> <p><b>【Desired Characteristics】</b>  ◇Eager to learn, including during intensive on-the-job training.  ◇Awareness of own limits and ability to ask for help.  ◇Open-minded and realistic about the steep learning curve of entering a new industry/organisation.  ◇A natural communicator and team player.  ◇Strong sense of ownership, a natural leader.  ◇A positive and energetic person.  ◇A good logical thinker and a good listener. It is ideal if one has lived abroad and been exposed to various cultures. Please see above for the geographical distribution of our customers.  ◇Professional, well-organized and detail oriented.  ◇Interests/passion outside of work, i.e., a hobby, focused on work/life balance: work hard, play hard.</p>
English Level	Fluent (TOEIC 865-)
Salary	Depends on experience
Salary Description	<p><b>【Social insurance】</b>  Health insurance, welfare pension insurance, employment insurance, worker's compensation insurance</p> <p><b>【Allowances】</b>  Commuting allowance (paid based on company regulations), overtime allowance (fixed overtime pay system, excess paid separately)</p>
Holiday Description	<p>◇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</p>
Job Contract Period	<p>Full-time employees: No stipulations (65 years old with retirement age system).  *Probational Period: 6 months</p>
Nearest Station	<p>Tokyo Metro Hibiya Line: 4 minutes walk from Kayabacho Station  JR Keiyo Line: 5 minutes walk from Hatchobori Station/5 minutes walk from Kayabacho Station</p>