

Job Detail

Executive Level

Position Title	[Candidate for manager] Overseas purchasing and overseas sales / Long-established company established in 1963
Recruiter Company	Pasona Inc. Global department／株式会社パソナ グローバル事業本部
Company Name	Company name is private
Activated / Updated	2024-04-09 / 2024-05-31
Job Type	Sales/AE - Foreign Trade Sales Planning/Marketing/PR - Research & Analysis Logistics/Retail/Consumer/Fashion - Buyer/Warehouse Logistics
Industry	Food and Beverage Production
Location	Asia Japan Tokyo
Job Description	<p>[Expected role] Our company manufactures and sells complete nutritional food for dogs, cats, and small animals, including our flagship product, the first domestically produced dog food, "Vitawan." You will be in charge of overseas sales and purchasing.</p> <p>[Job description] ■Overall overseas sales and purchasing (existing clients: Hong Kong, Thailand, Taiwan, the United States, etc.) ■Trade practices ■RM for existing clients ■Developing new clients (sales, OEM) ■Marketing ■Market research ■Overseas business planning</p> <p>[Assignment information] Overseas business department: 3 people, 1 in his 50s, manager, member (1 in his 20s, 1 in his 30s) ★Expected to be hired in a position between the manager and member</p> <p>[Attractiveness] About the company culture: We value each employee, and it is an open culture where you can keep track of each employee. The company culture is calm, and the number of mid-career employees is increasing, so it is a work environment where mid-career employees can easily fit in.</p> <p>[Recruitment background] Increasing staff to strengthen the organization</p> <p>[About the overseas business department] I am in charge of work set in overseas. We export our products to overseas nutritional food import wholesalers, mainly in Asia, support local sales promotion activities, develop new sales routes, and work with our research institute and overseas production contractors (OEM manufacturers) to promote projects to commercialize the development, manufacturing, and sales of new products overseas. In this way, we cover a wide range of overseas-related tasks, such as sales and marketing, trade and logistics, and manufacturing, and work daily in close communication with foreign companies.</p>
Company Info	<p>[A long-established company established in 1963] Since the launch of the first domestically produced dog food, "Vitawan," the company has expanded its business of manufacturing and selling complete nutritional foods for dogs and cats, such as "Combo" and "Beauty Pro." The company has the oldest research laboratory in Japan specializing in complete nutritional foods, and has been conducting research.</p> <p>Passive smoking prevention: In principle, smoking is prohibited indoors (smoking rooms available)</p> <p>~We want to deliver "happiness" through our company</p> <p>In terms of sales overseas, we are happy to be able to deliver food created with the know-how that the company has accumulated over its 60-year history to many</p>

	<p>pets and owners overseas. In addition, young employees are entrusted with a wide range of work that is difficult to experience at large companies, such as sales and marketing, trade and logistics, and manufacturing. There is a lot to remember and it is difficult, but I think that it will help you grow quickly as an all-round player. And above all, I feel that the greatest joy is being able to connect with many people around the world through the pet food business, build trusting relationships, and share the joy of win-win.</p>
Working Hours	11:00 - 15:00
Qualifications	<p>[Required conditions]</p> <ul style="list-style-type: none"> ◆ Experience in overseas-related business (sales/trade/SCM/planning, etc.) ◆ Advanced English * TOEIC 850 or above or EIKEN Grade Pre-1 level (Business trips, video conferences, emails, etc. will occur during work. Frequent use.) <p>[Preferred conditions]</p> <ul style="list-style-type: none"> ◇ Management experience
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	JPY - Japanese Yen JPY 6000K - JPY 8500K
Salary Description	<p>Bonuses: 2 times, Salary increase: Yes ■ Bonus performance: 6 months of performance last year</p> <p>Social insurance provided</p> <p>Commuting allowance, overtime allowance, family allowance, retirement allowance system, dormitory/company housing</p> <p>Bachelor dormitory</p> <p>Company housing</p> <p>Employee stock ownership plan</p> <p>Corporate pension/Employee association/Stock ownership plan/Reemployment system after retirement available</p>
Holiday Description	<p>[Number of holidays per year] 125 [Holidays] 2 days off per week (Saturday and Sunday), 4 days in summer, 5 days at the end of the year and New Year's holidays</p> <p>Other (bereavement leave, marriage leave, pet bereavement leave)</p> <p>[Paid leave] Yes (10-20 days)</p> <p>Summer vacation</p> <p>Paid vacation</p>
Job Contract Period	Full-time employment, trial period: 3 months No change
Nearest Station	Tennozsu Isle (Tokyo Monorail Haneda Line/Rinkai Line)