

## Job Detail

Staff Level

Position Title	[English] Container collection and supply chain proposal sales for major shipping company
Recruiter Company	UNIVA Japan Limited
Company Name	Company name is private
Activated / Updated	2024-04-01 / 2024-04-01
Job Type	Sales/AE - Corporate Sales
Industry	Transport/Storage/Logistics
Location	Asia Japan Tokyo
Job Description	<p>You will be responsible for the collection and sales of container cargo between Japan and China, North America, Europe and Australia (shipping agency business) and sales proposals for supply chain related business.</p> <ul style="list-style-type: none"> <li>- Approach and develop new customers</li> <li>- Regularly visit existing customers and maintain relationships</li> <li>- Market analysis including competitor activities</li> <li>- Achieve sales targets, increase sales and market share</li> </ul>
Company Info	<p>Our client is a wholly owned Japanese subsidiary of the China Ocean Shipping Group, China's No. 1 and one of the world's largest state-owned shipping companies with sales offices all over the world. As a general agent in Japan, our client is a comprehensive logistics company that handles container ship business connecting various countries and regions, including Japan-China routes, North America, Australia, New Zealand, Southeast Asia, and Europe, as well as sea-land multimodal transportation in collaboration with group companies.</p> <p>■Business details:</p> <p>(1) Shipping agency: Agency business in Japan in charge of managing container ship operation of China Ocean Transport.</p> <p>(2) General operations for Chinese container ships, conventional ships, irregular ships, etc.</p> <p>(3) Import/export/trilateral related customer services, trilateral cargo collection services, B/L issuance services, etc.</p> <p>(4) Import/export operations: North America, Australia, Europe, China, Southeast Asia</p>
Working Hours	<p>Weekdays 9:00-18:00</p> <p>Break time: 60 minutes (12:00-13:00)</p> <p>Monthly average overtime: 18 hours</p> <p>Saturdays, Sundays, and holidays, paid vacation, summer vacation, maternity leave, year-end and New Year holidays, nursing care leave</p>
Qualifications	<ul style="list-style-type: none"> <li>• Over 1 year of corporate sales experience at a shipping company or forwarder</li> <li>• English reading and writing level</li> <li>• Japanese native level</li> <li>• Experience using Excel/Word/PowerPoint in business</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)

Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 3500K - JPY 6000K
Salary Description	<p>Salary: 300,000 yen to 500,000 yen (monthly salary system)</p> <p>Transportation expenses provided: Yes (up to 50,000 yen/month)</p> <p>Salary increase: Yes (April)</p> <p>Bonus: Yes (full-time employees only)</p> <ul style="list-style-type: none"> <li>• All social insurances available</li> <li>• Retirement allowance available (full-time employees only)</li> <li>• Re-employment system available</li> <li>• Resort facility available</li> <li>• Worker's property accumulation savings</li> <li>• Certification acquisition subsidy system available (50,000 yen per year)</li> <li>• Group training (held irregularly, fully paid by the company)</li> <li>• Book purchase cost borne by the company (application required)</li> <li>• Marriage leave, condolence leave, continuous leave etc. available.</li> <li>• Relaxation facilities available in Atami and Gora</li> <li>• (Before Corona) We held annual company trips (to Hawaii, Shanghai, Okinawa, etc.), year-end parties, and other events. Reopened this year.</li> <li>• Wedding gift money, baby gift money, condolence money, subsidies for various social gatherings, etc.</li> </ul>
Holiday Description	Saturdays, Sundays, and holidays, paid time off, summer vacation, maternity leave, year-end and New Year holidays, nursing care leave
Job Contract Period	Employment type: Full-time employee/contract employee Contract employee period: 1 year
Nearest Station	Kasumigaseki, Chiyoda-ku, Tokyo Nearest station: Kasumigaseki Station or Ginza Line Toranomom Station