

## Job Detail

Senior Level

Position Title	[Chinese and English skills needed] Sales position in the New Marine Energy Development Division
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	
Location	Asia Japan Tokyo
Job Description	<p>- Receive requests for marine fuel arrangements from ship owners and trading companies around the world, and negotiate prices with both customers and suppliers.</p> <ul style="list-style-type: none"> <li>• Using your language skills, you will be in charge of everything from quickly proposing estimates to completing arrangements.</li> <li>• Develop new customers and markets through research and data analysis of fuel markets, including new energy.</li> </ul>
Company Info	<p>1. Marine fuel supply business: Utilizing our client's group global network, they arrange the supply of marine fuel, lubricating oil, etc. in Japan, China, and other countries around the world. In addition to arranging existing heavy oil and light oil, as a global leader in the shipping industry, our client is also working on new energies such as LNG, biofuels, methanol, ammonia, and hydrogen in order to quickly comply with global environmental regulations. In Japan, our client has cooperative relationships with major suppliers that take advantage of the group's economies of scale, and in China, they have high cost performance and high quality by having major suppliers and cooperating companies within the group that make the provision of services possible.</p> <p>2. New energy: In addition to actively conducting surveys and research with domestic and overseas business operators, our client proposes and sells "new energy" based on the characteristics and demand of each fuel. Our client is building a supply system for LNG and biofuels, which will serve as a bridge to future fuel conversion, by collaborating with suppliers located in Japan, China, Southeast Asia, and other countries. They are also conducting joint research with both ship owners and suppliers on next-generation energies such as methanol, ammonia, and hydrogen.</p> <p>3. Marine services: In addition to arranging marine fuel, our client also arranges for agents and surveyors (quantity and quality) around the world, and arrange for the collection of bilges and slop oil for ship waste oil. They use companies with a proven track record and trust, and provide services tailored to their customers' needs.</p> <p>4. Supply chain: As of February 2023, our client is promoting digital supply chain services in Japan by leveraging their network with the group company and related companies in Japan. Our client provides services that can meet the diversifying needs of their customers, such as optimizing logistics processes and integrating resources.</p>
Working Hours	<p>Weekdays: 9:00-18:00</p> <p>Break time: 60 minutes (12:00-13:00)</p> <p>Average monthly overtime hours: 18 hours</p>
Qualifications	<ul style="list-style-type: none"> <li>• 2 years of corporate sales experience</li> <li>• Japanese business level or higher (business experience required)</li> <li>• Chinese business level or higher (HSK level 5 standard) or English business level or higher (TOEIC 730 points)</li> <li>• Excellent negotiation skills and teamwork spirit</li> <li>• Experience using Excel/PowerPoint/Word for business purposes, intermediate or above</li> </ul>

	<ul style="list-style-type: none"> <li>• Welcomed skills: Work experience in oil and new energy, shipping companies, general trading companies, shipping, and international logistics.</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Chinese Level	Business Conversation Level
Salary	JPY - Japanese Yen JPY 3500K - JPY 6000K
Salary Description	<p>Salary: 250,000 yen to 429,000 yen (monthly salary system)</p> <p>Estimated annual income: 3.5 million yen to 6 million yen</p> <p>Transportation expenses provided (up to 50,000 yen/month)</p> <p>Salary increase: Available in April for full-time employees only</p> <p>Bonus: Available</p>
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 *Possibility of contract employee depending on experience
Nearest Station	<p>Kasumigaseki, Chiyoda-ku, Tokyo</p> <p>Nearest station: Kasumigaseki Station or Ginza Line Toranomom Station</p>