

Job Detail

Staff Level

Position Title	[Shiga] Overseas sales/World's top share/Prime listing/Global niche
Recruiter Company	SAKURA INTERNATIONAL INC. Arukas Staffing Service Project
Company Name	Company name is private
Activated / Updated	2024-04-02 / 2024-04-30
Job Type	Sales/AE - Foreign Trade Sales Sales/AE - Manufacturing Sales Sales/AE - Other
Industry	Precision, Measuring Equipment
Location	Asia Japan Shiga
Job Description	<p>[Business details] <Summary> We develop, design, and manufacture various systems related to various sensors and devices. Our products are manufactured by affiliated companies and outsourced companies.</p> <p><Main products/services> Our main businesses are automatic doors (60% domestic share, 30% global share), outdoor security sensors (40% global share), floodlights for surveillance cameras (50% global share), and store management (80% domestic share). In addition, we have a wide range of other areas such as water quality measurement, parking lots, lighting, building automation, and IoT business.</p> <p>【job description】 In the department with the largest sales weight within the company, you will be responsible for a wide range of tasks such as product planning, with a focus on overseas sales company management. You will be involved. Specifically, it is as follows. <ul style="list-style-type: none"> • Strategy planning, execution, and progress management including product planning and sales planning to achieve the budget of the business headquarters • Responding to inquiries from overseas subsidiaries, launching new products, and supporting sales activities • Creating sales plans and production plans • Creation of sales strategies, educational tools, technical materials, competitive analysis and comparative materials, etc. • Several overseas business trips a year (about 1-2 weeks) </p> <p>[Recruitment background] filling vacancies</p>
Company Info	<p>[Department assigned] Security Business Headquarters Business Planning Promotion Department EMEA Business Strategy Division</p> <p>[Department structure] 7 people in the department (1 person in their 60s, 1 person in their 50s, 2 people in their 40s, 2 people in their 30s, 1 person in their 20s)</p> <p>[Measures to prevent passive smoking] No smoking in principle (there is a smoking area for smoking only)</p>
Working Hours	<p>Working hours: 8:45~17:30 (45 minute break)</p> <p>[Flex system] Full flex system Core time 11:00-16:00</p>
Qualifications	<p>【Prerequisite】 <ul style="list-style-type: none"> • Overseas sales experience </p> <p>[Welcome conditions] <ul style="list-style-type: none"> • IT skills and knowledge such as IT passport, network, etc. • bookkeeping </p>

English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 5000K - JPY 8000K
Salary Description	<p>[Treatment conditions/salary increase/bonus]</p> <ul style="list-style-type: none"> • Daily monthly salary system: Estimated annual income for the first year: 5 million yen to 8 million yen <p>*We will consult and make a decision based on your past experience and skills. *The above example annual income is a model annual income that includes bonuses, monthly average overtime allowance (20 hours), child support allowance, etc.</p> <ul style="list-style-type: none"> • Salary revision once a year (January) • Bonus: 4.5 months per year (2024 plan) 3 times per year (June, December, settlement bonus in March) <p>【Social insurance】 Fully equipped with social insurance</p> <p>【Welfare】 Family allowance, housing allowance, retirement allowance system, re-employment system (retirement age: 60 years old), defined contribution pension system, property accumulation savings system, Stock exchange system, in-house financing system, employee cafeteria available (headquarters only), various club activities, welfare club corporate membership, birthday/Christmas presents, company trips, new employee welcome Welcome party, year-end party</p> <p>[Supplementary information on welfare benefits] Child support allowance: 15,000 yen per child under 22 years old *For health insurance dependents Housing allowance: 10,000 yen to 30,000 yen (rental housing contract holders)</p> <p>[Education system/qualification assistance supplement]</p> <ul style="list-style-type: none"> • OJT, rank-specific training, training upon joining the company, external seminars, correspondence courses/e-learning, language training, qualification acquisition, etc., are provided. • Language training available
Holiday Description	Saturdays, Sundays and public holidays off (2 days off per week) Annual holidays: 125 days (2024 results)
Job Contract Period	Full-time employee *6 months trial period
Nearest Station	<p>·main office Address: 5-8-12 Ogoto, Otsu City, Shiga Prefecture Working hours: 8:45~17:30 (45 minute break) <train> 12 minutes walk from JR Kosei Line "Ogoto Onsen" station</p> <p><Supplement> Partly remote 2-3 days a week</p>