

## Job Detail

Staff Level

Position Title	[English] Overseas sales / Inexperienced recruitment / Learning platform proposal / American market / Annual salary from 4 million yen @ Shinjuku
Recruiter Company	GLOBALPOWER Inc. / 株式会社グローバルパワー
Company Name	Company name is private
Activated / Updated	2024-05-02 / 2024-05-02
Job Type	Sales/AE - Foreign Trade Sales
Industry	Telecommunications/Information Services
Location	Asia Japan Tokyo
Job Description	<p>[Job Description] You will be responsible for supporting the use of our learning platform services, creating and editing learning content, and proposing upselling to client companies that adopt our services.</p> <p>[Specific Job Description] - Approaching potential clients by phone, email, visits, and online meetings - Acquiring new contracts - Listening to each company's educational issues and proposing optimal plans and usage methods - Proposing the creation and improvement of learning content based on customer needs - Planning and executing projects to accelerate customer contact and customer value in collaboration with marketing, customer support, product development, etc.</p> <p>*Job content may change in the future. Details will be provided during the interview.</p>
Company Info	<ul style="list-style-type: none"> <li>■ Smoking policy in the office: No smoking in the office</li> <li>■ Established: 2018</li> <li>■ Capital: 10 million yen or more, but less than 100 million yen</li> <li>■ Number of employees: 11 to 100</li> </ul>
Working Hours	<ul style="list-style-type: none"> <li>• Work 5 days a week (Monday to Friday)</li> <li>• 9:00 to 18:00</li> <li>• Break time: 60 minutes</li> <li>• Overtime: Yes (average 20 hours per month)</li> </ul>
Qualifications	<p>[Required conditions] - 2 years or more experience in corporate sales of intangible details (sales experience only to existing customers is not acceptable) * Any industry</p> <p>[Preferred conditions] - Sales experience to enterprise companies - Work experience at SaaS companies - Work experience in the field of human resources development/organizational development - Business experience using Chinese/English - Consulting sales experience in the IT industry - Consulting sales experience in education/training services</p> <p>[Ideal personality] - Someone who can be independent/self-reliant - Someone who can understand and empathize with a fast-paced way of working - Someone who is honest and can work while respecting others - Someone who can think about things from a team's perspective</p>
English Level	Native Level
Japanese Level	Business Level(JLPT Level 2 or N2)

Salary	JPY - Japanese Yen JPY 4000K - JPY 6000K
Salary Description	<p>[Salary explanation]</p> <p>Annual salary: 4-6 million yen</p> <p>Annual salary system</p> <p>Monthly salary: 333,000-500,000 yen + incentive</p> <p>*Includes 30 hours of fixed overtime.</p> <p>*Salary increases and incentives will be considered quarterly.</p> <ul style="list-style-type: none"> <li>• Salary increase: Yes</li> <li>• Transportation allowance: Yes</li> <li>• Transportation details: Paid according to company regulations</li> </ul> <p>■ Welfare benefits</p> <ul style="list-style-type: none"> <li>• Full social insurance: Health insurance, employee pension insurance, employment insurance, workers' compensation insurance</li> <li>• Overtime allowance (if fixed overtime exceeds 30 hours)</li> <li>• Devices necessary for work such as Macbook/iPad/iPhone provided</li> <li>• Book purchase/learning support system (support up to 300,000 yen per year)</li> <li>• Company credit card provided</li> <li>• Shared office near home available</li> <li>• Qualification acquisition support system (available to all employees)</li> <li>• Training support system (available to all employees)</li> </ul>
Holiday Description	<ul style="list-style-type: none"> <li>• 2 days off per week (Saturday and Sunday)</li> <li>• Holidays</li> <li>• Paid holidays: (up to 40 days)</li> <li>• Summer holidays: 3 days</li> <li>• New Year's holidays: 5 days</li> <li>• Other: Golden Week holidays, special holidays</li> </ul>
Job Contract Period	Full-time employee with 4 month trial period
Nearest Station	5 minutes walk from Shinjuku Station