

## Job Detail

Senior Level

Position Title	[Corporate Sales] Industrial communication equipment / A rapidly growing global company!
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	2024-04-22 / 2024-05-16
Job Type	Sales/AE - Other Electronics (Appliance/Semiconductor) - Sales Engineer/Service Engineer
Industry	Industrial Equipment/Heavy Electrical Machinery/Facility Equipment
Location	Asia Japan Kanagawa
Job Description	<p>This is a sales position for HMS, a global leading company that provides industrial communication equipment.</p> <p><b>Job Description</b></p> <ul style="list-style-type: none"> <li>- Area sales for industrial communication network equipment</li> <li>- Regular visits to domestic distributors and existing corporate customers to hear their needs and sales issues and propose products (Number of companies: 15-20)</li> </ul> <p>* The area of responsibility is mainly in the Kanto region, but there are occasional business trips nationwide.</p> <p>* There is no new business development (cold sales).</p> <p>* Sales goals: Set as organizational goals.</p> <ul style="list-style-type: none"> <li>- Sales forecasts and performance management based on the company's sales strategy</li> <li>- Collaborate with the marketing team to support seminars hosted by partners and promote products at exhibitions, etc.</li> </ul> <p><b>Career Path</b></p> <ul style="list-style-type: none"> <li>- Product knowledge will be acquired through OJT after joining the company.</li> <li>- Depending on individual performance, it is possible to play an active role as a manager in the future.</li> </ul> <p><b>Recruitment Background</b></p> <p>With the acceleration of smart factories and IIoT (industrial IoT), industrial communication products provided by HMS will be positioned as important, and demand is expected to expand further in the future.</p> <p>We are looking for someone who can meet this demand and lead to further sales expansion.</p> <p>[Organizational Structure]</p> <p>Sales department: 5 people (including department manager)</p> <p>Divided by area.</p>
Company Info	<p>◎ Work style: Remote work possible, 10-20 hours overtime, no transfers</p> <p>Use your English skills to gain sales experience in a growing industry★</p> <p>Passive smoking prevention: No smoking indoors</p> <ul style="list-style-type: none"> <li>●A global supplier with an average growth rate of over 20%!</li> <li>●We expect stable demand in the future, so we recommend this company to those who want to work long term!</li> <li>●Work from home available/Overtime is less than 20 hours on average/Environment that allows you to maintain work-life balance☆</li> <li>●Although we have a small but elite team, we have a homely atmosphere and a flat organizational structure.</li> </ul>

Working Hours	09:00 - 17:30
Qualifications	<p>[Essential requirements]</p> <ul style="list-style-type: none"> <li>■3+ years of experience in sales or field application engineering in the semiconductor industry</li> <li>■Available for domestic business trips (overnight trips) 1-2 times a month</li> </ul> <p>[Preferred requirements]</p> <ul style="list-style-type: none"> <li>■Experience with CPUs and FPGAs</li> <li>■Experience with industrial equipment/industrial communications</li> </ul> <p>[Desired profile]</p> <ul style="list-style-type: none"> <li>■Emphasis on teamwork</li> <li>■No qualms about reporting, contacting, and consulting (especially consulting)</li> <li>■No allergy to English (English used for reading internal documents, catalogs, etc./emails from home country, technical documents, etc.)</li> </ul>
English Level	Minimum Communication Level (TOEIC 225-470)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 5000K - JPY 6500K
Salary Description	<p>Bonus: once, Salary increase: once a year (January)</p> <p>*The 12-part annual salary includes 20 hours of fixed overtime per month</p> <p>Incentives: 5% incentive bonus from the year after joining (Based on company performance and individual evaluation, up to 5% of annual salary is paid. Payment month: February)</p> <p>(Salary supplement) From the second year onwards, theoretical annual salary: 5.67-6.93 million yen (annual salary + incentive bonus)</p> <p>Social insurance provided</p> <p>Commuting allowance, overtime allowance, retirement allowance system</p> <p>Full transportation expenses paid, overtime pay: fixed overtime pay + regular overtime pay (including fixed overtime pay up to 20 hours per month) Any excess will be paid separately as regular overtime pay, travel allowance even for day trips (actual expenses will be paid if accommodation is required), stock option system available</p> <p>[Welfare] Congratulatory and condolence payment system, Benefit One, English learning assistance available</p> <p>Transportation expenses fully covered</p>
Holiday Description	<p>[Number of holidays per year] 126 [Holidays] Two days off per week (Saturday and Sunday), summer vacation, New Year's holiday, paid vacation: 10-14 days in the first year (from the 6th month) / from the next year onwards (granted on January 1st every year) 2nd year: 17 days, 3rd year onwards: 20 days every year, special paid vacation</p> <p>Two days off per week (Saturday, Sunday, and public holidays)</p> <p>Summer vacation</p> <p>Winter vacation</p> <p>Paid vacation</p>
Job Contract Period	Full-time employment, trial period: 6 months
Nearest Station	Shin-Yokohama Station (Yokohama Line/Tokaido Shinkansen/Line 3/Shin-Yokohama Line/Shin-Yokohama Line) Walk: 5 minutes