

## Job Detail

Manager Level

Position Title	[Overseas Corporate Sales] Global brand/Tokyo Stock Exchange Prime listed 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	2024-04-23 / 2024-05-16
Job Type	Sales/AE - Foreign Trade Sales
Industry	Fast Moving Consumer Goods (FMCG)
Location	Asia Japan Tokyo
Job Description	<p>As a company that oversees the watch business, which is the core business of the group, we handle everything from planning and development to manufacturing and sales of watches, and sell our high-value-added watches, mainly luxury watch brands, all over the world.</p> <p>■Job Description: You will plan and promote sales activities and marketing to overseas local subsidiaries and agents who are the sales outlets for our products (high-value-added watches). You will also work with overseas local subsidiaries to plan and promote distribution policies, product policies, marketing policies, etc., develop luxury distribution, and strengthen partnerships with local stores. You will be in charge of one of the areas (Asia/North America, Australia/Europe/Middle East/Latin America).</p> <p>■Specific duties: -Budget planning and management for local subsidiaries and agencies -Support for various events and marketing -Promotion of custom models for each country (each area) -Preparation and promotion of regular meetings (sales planning, marketing planning) -Communication with local staff (phone, email, online meetings, etc.) -Marketing work (creating sales plans to increase sales, etc.) -Coordination and negotiation with other departments at the head office</p> <p>*Working at the head office is the norm, and you can go overseas on a business trip basis.</p> <p>■Working environment: -Saturdays, Sundays, and holidays off/average monthly overtime of 20 hours per department. -A small but elite team with a good atmosphere and a free and open culture. The average length of service for employees is 19.5 years, and the turnover rate is less than 1%.</p> <p>■About the company: A company that plans, manufactures, and sells wristwatch products, including a wide variety of brands. The company is characterized by its system of consistently handling everything from planning and design to manufacturing, public relations, advertising, sales, and after-sales service. In addition, it boasts one of the world's leading product variations and has a product lineup that can meet all needs.</p>

Company Info	<p>In our 140-year history, we have released many products that were the first in Japan or the world, and have built up trust and a proven track record. We are developing a wide range of businesses centered around three areas: watches, device solutions, and system solutions!</p> <p>[Measures against passive smoking] Smoking is prohibited indoors as a general rule (smoking rooms are available)</p>
Working Hours	09:30 - 18:00
Qualifications	<p>[Required requirements]</p> <ul style="list-style-type: none"> <li>- Experience in overseas sales of tangible products</li> <li>- Language: Business level English proficiency</li> </ul> <p>* We welcome applicants who can speak three or more languages</p> <p>[Preferred requirements]</p> <ul style="list-style-type: none"> <li>- Language proficiency in Chinese, Spanish, Portuguese, etc.</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)
Chinese Level	Business Conversation Level
Other Language1	Spanish(Business Conversation Level)
Other Language2	Portuguese(Business Conversation Level)
Salary	JPY - Japanese Yen JPY 5500K - JPY 8000K
Salary Description	<p>[Wage notes]</p> <p>*The expected annual salary includes the following.</p> <ul style="list-style-type: none"> <li>■ Bonus twice a year (5.3 months per year)</li> <li>■ End of year lump sum (advance payment of retirement allowance)</li> <li>■ Monthly overtime allowance estimate (average of 20 hours per person in the most recent month)</li> </ul> <p>Annual salary 5.29 million yen to 7.67 million yen (excluding overtime allowance)</p> <p>[Insurance] Full social insurance</p> <p>Health insurance, welfare pension, employment insurance, workers' compensation insurance</p> <p>[Various allowances]</p> <p>Commuting allowance, housing allowance, overtime allowance, retirement allowance system</p>
Holiday Description	<p>[Number of holidays per year] 122</p> <p>[Holidays] Two days off per week (Saturday and Sunday) Saturday and Sunday, maternity and childcare leave (taken)</p>
Job Contract Period	Full-time employee Probationary period: 3 months *May be extended
Nearest Station	Takaracho (Tokyo) (Asakusa Line): 3 minutes walk