

Job Detail

Staff Level

Position Title	Consulting sales for Daijob.com/126 days-off/utilizing English/ hybrid work style
Company Name	Daijob.com (Human Global Talent Co., Ltd.)
Activated / Updated	2024-04-18 / 2024-04-19
Job Type	Sales/AE - Advertising/Media Sales Other Job Type - New Graduate & Entry Level Sales/AE - Corporate Sales
Industry	Other
Location	Asia Japan Tokyo
Job Description	<p>★ Consulting Sales of recruitment plans using job advertisements on "Daijob.com" for bilingual human resources ★ We propose recruitment plans and provide support services to meet the recruitment needs of Japanese global companies and foreign-affiliated companies.</p> <p>■ Our goal is "Customer Success!" Our business goal is not to sell job advertisements, but to solve the recruitment issues of client companies and contribute to the successful recruitment of global human resources. We will revise the recruitment manuscript, review the hiring process, propose methods such as career fairs and recruitment outsourcing service, and proceed with the business while satisfying with the clients' needs.</p> <p>■ About client companies Overseas companies doing business in Japan and Japanese global companies are our main clients.</p> <p>■ Specific business flow 1. Contact new / existing clients by phone, email, etc.</p> <p>2. Create proposal Create initial proposal materials based on telephone interviews (showing simulation of how many applications and hires can be expected from the Daijob.com Data Base) * There is continuous support from managers and team members with already-made proposal format.</p> <p>3. Client meeting Examine the contents of recruiting occupations, recruitment conditions, current issues, etc., and propose how to use Daijob.com and solve problems for successful recruitment.</p> <p>4. Following existing clients Review the effectiveness of using Daijob.com and give good advices for successful recruitment. We will work cooperating with our client support department (correction of recruitment manuscript, scout support, confirmation of recruitment progress, etc.) to reach the recruitment goals for our clients.</p> <p>■ Other ... Sales for "Daijob Career Fair" Three to five times a year, we will hold company briefings for bilinguals with the attendance of 800 people, and will be involved in planning / operation, cultivating participating companies, and management on the day of the event. Nearly half of the visitors are non-Japanese job seekers and all candidates will be able to experience the situation of the global human resources market at the largest global career fair in Japan. * Online Career Fair is now held</p> <p>■ Career path <ul style="list-style-type: none"> After experiencing corporate sales, there are various career paths depending on achievements and intentions, such as career consultant, recruitment outsourcing agent, management, internal transfer to marketing, etc. Through your work, you can learn the knowledge of the industry that supports recruitment (eg IT engineer), recruitment methods and recruitment planning for foreign-affiliated and Japanese companies, which will lead to skill improvement. </p> <p>■ Selection process</p>

	<p>[Document selection] → [Primary interview & aptitude test] → [2nd interview] → [Executive interview] ⇒ [Interview & informal decision]</p>
Company Info	<p>■ Company profile We are developing a recruitment business and an event business centered on the operation of "Daijob.com", which has one of the largest platform in Japan specializing in bilingual mid-careers job seeking.</p> <p>"To provide the best positions for globally-minded people."</p> <p>This is our vision. We are aiming for services for users from various user perspectives such as age, gender, nationality, and career level. We organize Web / recruitment / job change events so that as many job seekers as possible can be placed in the optimal position.</p> <p>With the further increase in market needs in the future, please utilize the skills you have cultivated in this large field and grow further.</p> <p>■ Assigned department Will be assigned to the media sales department, which consists of about 20 people.</p> <ul style="list-style-type: none"> In addition to recruitment support using site services for new and existing client companies, the team provides global personnel support such as recruitment outsourcing, translation and learning Japanese services, etc.. <p>■ Company environment Global human resources who are from overseas and have long-term stay and work experience overseas are proactively working here. Through promotion to overseas companies, you can get in touch with the forefront of the global business scene.</p> <p>■ Recruitment background The need for global recruitment is gradually returning even in the situation of corona. In order to meet such corporate needs and further expand the Daijob.com market, we have decided to recruit talents from mid-career human resources.</p> <p>■ Evaluation system Since evaluations are made according to each mission, we can expect to actively expand work areas and discretionary powers and increase annual income regardless of age or career.</p> <p>■ Rewarding You can touch the front lines of business that leads to the global market. Through your work, you will acquire recruitment methods and problem-solving capabilities for foreign and global companies!</p> <p>. ★ You can also play an active role after changing careers from different industries! ★ Men in their early 30s: 3rd year after joining the company. My previous job was trade affairs. He changed his career for the first time in sales and is active, such as winning a quarterly MVP. Female in her early 30s: 4th year after joining the company. He has experience in advertising business in Hong Kong and is currently a team leader mainly in charge of overseas companies.</p> <p>* Passive smoking prevention measures: No smoking indoors</p>
Working Hours	<p>9: 00-18: 00 (with 1h break) Due to the corona disaster, we have introduced staggered commuting and telework.</p>
Qualifications	<p>◆Number of recruitment slots: 2 people</p> <p>◆Ideal person image</p> <ul style="list-style-type: none"> Those who are particular about achieving goals and enjoy ingenuity and ingenuity to achieve them. Positive and constructive thinking
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	<p>JPY - Japanese Yen JPY 3500K - JPY 5500K (Month salary : JPY - Japanese Yen JPY 291.667K - JPY 458.333K)</p>
	<p>[Salary] 3.5million yen ~</p> <ul style="list-style-type: none"> * Including 40 hours a month deemed overtime allowance * Semi-annual salary system (twice a year with salary revision) * Determined in consideration of experience and ability.

Salary Description	<p>[Example]</p> <p>In the case of annual salary of 3.5 million yen: 290,000 yen / month including deemed overtime (68,000 yen, equivalent to 40 hours).</p> <p>In the case of annual salary of 4.5 million yen: 375,000 yen / month including deemed overtime (89,000 yen, equivalent to 40 hours).</p> <p>★ The personnel evaluation system has a mission grade system, and evaluations are conducted twice a year.</p> <ul style="list-style-type: none"> ◆ Complete with social insurance ◆ Transportation expenses (upper limit: 50,000 yen per month) ◆ Employee stock ownership association ◆ Property formation savings system ◆ Retirement plan (defined contribution pension plan)
Holiday Description	<p>Weekly two-day system (Saturdays, Sundays, national holidays)</p> <p>126 days of annual holidays (2023)</p> <p>Summer vacation</p> <p>Winter vacation</p> <p>paid holidays</p> <p>Condolence vacation</p> <p>Parental leave</p> <p>Injury and illness leave</p>
Job Contract Period	Full-time employment * There is a trial period of 3 months
Nearest Station	<p>10 minutes on foot from JR / Odakyu / Keio / Tokyo Metro Shinjuku Station</p> <p>6 minutes from Shinjuku West Exit Station on the Toei Oedo Line</p> <p>3 minutes from Seibu Shinjuku Station on the Seibu Shinjuku Line</p>