



Sales Representative

Job Information

Hiring Company

SPS Cigaronne LLC

Job ID

1447575

Industry

Daily Necessities, Cosmetics

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

January 6th, 2025 04:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Responsibilities

In this role you will be carrying out the sales function by strategizing your move with market analysis, brand development, client retention, as well as client acquisition. You will be working closely with headquarter in Armenia and local partners which allows you to contribute directly to our business growth in Japan. This will include but not limited to the following tasks:

- Negotiating with potential distributors, retailers, and stores
- Point-of-sale marketing (Sales Promotion)
- Incentivizing marketing incentives and brand development
- Building sales strategy and planning targets for sales
- In-person support of importer and representing our Headquarters Company in negotiations
- Present, promote and sell products using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Analyze the territory market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests competitive activities, and potential for new products and services

- Keep abreast of best practices and promotional trends
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Required Skills

Qualifications

- Proven work experience as a Sales Representative
- A proven track record in sales
- Work experience in the tobacco industry
- Excellent knowledge of MS Office
- Bachelor's degree in business or a related field

Attitude and personality

- Highly motivated and target driven
 - Excellent selling, negotiation and communication skills
 - Prioritizing, time management and organizational skills
 - Ability to create and deliver presentations tailored to the audience needs
 - Relationship management skills and openness to feedback
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Company Description

SPS Cigaronne, founded in 1999 in Yerevan, Armenia, is a privately held company that engages in the production and sales of high-quality cigarettes. Cigaronne has made technologically significant advancements to the cigarette industry, which are protected under international patent law.

The company's foundation is based on the principle of challenging the status quo; exceeding the standards of cigarette production in terms of quality, hygiene, and original design. The parent company of SPS Cigaronne is Cigaronne International LTD, located in London, UK.