

MÖDERE.

Event & Sales Specialist/アメリカのライフスタイルブランド/ネットワークビジネス業界

Job Information

Hiring Company

MODERE Japan GK

Job ID

1464498

Division

Sales & Marketing

Industry

Other (Consulting and Professional Services)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Minato-ku

Salary

6 million yen ~ 7 million yen

Refreshed

July 29th, 2024 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

★アピールポイント

- ・安全・安心、そして地球環境にも心を配った製品開発を行うアメリカ発のライフスタイルブランド
- ・ブランド設立30年以上、日本支社が開業して23年

■ポジション：Event & Sales Specialist

- ・当社のセールスとして、会員様の育成やアドバイザー業務と合わせて、社内のイベント企画運営を担当いただきます。
- ・年1回（今年は3月）、会員様の表彰式を開催。表彰式における企画運営。
また、トップセールスに向けた特典企画*も携わって頂きます。

*特典企画：コロナ前までは旅行企画を実施。

GENERAL PURPOSE

Responsible for handling events and ensuring deadlines and budgets are adhered to.
Directs coordination of activities to prepare for the day of the event and planning, implementation, and follow-up of consultation plans for social marketers.

ESSENTIAL FUNCTIONS

- Delivering events on time, within budget, that meet (and hopefully exceed) expectations.
- Manage staffs responsible for event coordination activities.
- Managing supplier relationships
- Coordinate details of events such as incentive trip, recognition event, award ceremony, business meetings, and so on.
- Providing leadership, motivation, direction and support for event success
- Calculate budgets and adjust when necessary.
- Travelling to on-site inspections and project managing events
- Book venues and negotiate fees.
- Prepare invitations and send out at appropriate time.
- Work with guest of honor to ensure all requests are met.
- Analyze event performance and prepare metrics presentation.
- Define company brand through events.
- Ensure day of event goes smoothly.
- Conducting presentations about the appeal of the company and products, such as meetings and seminars.
- Collaborate with the leader of the group in charge to set goals, consider and propose action plans.
- Providing the latest information known to the company and customizing the meaning of the information.
- Analyze, share, and make proposals on systems and success stories of major groups in your area.

Required Skills**QUIRED KNOWLEDGE AND EXPERIENCE**

Education and Experience

- 3+ year's event coordination experience as a client representative
- 3+ year's practical event duties such as stage management, venue management, ticketing, etc.
- 5+year experience sales experience (No experience in MLM required)
- 3+ years of customer experience in the service industry

Required Knowledge, Skills, and Abilities

- Planning
- Japanese (native level) and English (fluent)
- Presentation
- Leadership
- Excellent communication
- Knowledge of MLM industry (nice to have)
- Business Sales Skill

SALARY RANGE:

JPY6M-7M

Depends on knowledge and experiences

LOCATION:Minato-ku, Tokyo

Company Description