



SALES REPRESENTATIVE / 営業

食品製造機器の世界最大メーカーです。

Job Information

Recruiter

Ascent Global Partners K.K.

Hiring Company

Well-known food manufacturing equipment company

Job ID

1470069

Industry

Other (Manufacturing)

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - Other Areas

Salary

6 million yen ~ 7 million yen

Refreshed

July 3rd, 2024 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job requires handling of general market customers and includes the following assignments:

Achieve sales figures through two main distribution channels:

- Domestic dealers, targeting food equipment and ingredients companies
- Retail store end user customers such as ice cream, pastry and bakery shops, milk farms, restaurants, hotels, production factories etc.
- Negotiate with each customer business conditions related to the purchase of our equipment including prices, payment,

delivery, warranty, maintenance support

- Plan and execute jointly with the marketing team events, trade fairs and the seminars
- Coordinate internally operational matters generated by customers' requests
- Arrange training sessions for dealers and end user customers upon necessity
- Provide total support and consulting services to end user customers about ice and soft cream
- Business planning, including P&L estimate, shop design, required equipment, production process, recipes, sanitary regulations
- Handle customer claims
- Prepare weekly and monthly sales reports for internal use
- Required availability to make both domestic and overseas business trips, and to work on extra hours, including evenings, holidays and weekends based on shifts (compensation holidays available)

Required Skills

- Minimum 3-5 years' proven experience as sales representative of equipment, services, ingredients or processed food to customers mainly within the food service industry. Refrigeration, food service and retail industries' background preferred.
- Basic English ability preferred (at least written), work experience in a foreign capital company definitely a plus
- Education: College graduate or specialized school diploma; overseas study experience definitely a plus
- Intermediate level (TOEIC, TOEFL or similar) English proficiency definitely a plus
- Proactive, self-starter, highly interested in food and technical matters, willing to learn, with a strong sense of responsibility, good interpersonal skills, ability to deal with customers in a fair manner, strong organizational and project management skills

Company Description