



Working In Taiwan [Sales / Art Advisor]

First Member of our Taiwan Branch

募集職種

採用企業名

株式会社TRICERA

求人ID

1480588

業種

小売

雇用形態

正社員

勤務地

台湾, 台北市

給与

300万円 ~ 600万円

歩合給

固定給+歩合給

更新日

2024年07月11日 11:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

日常会話レベル (英語使用比率: 25%程度)

日本語レベル

無し

その他言語

中国語: 北京語 - ネイティブ

日本語と英語は話せれば尚可

最終学歴

大学卒: 学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

■Job Description

- Sales activities to new and existing high net worth clients
- Planning and execution of measures to develop new clients
- Propose artworks based on customer needs, and communicate with them through to purchase support(Online communication using e-mail and SNS, and offline communication by phone and in-person visits)

- Sales data and customer data management using Notion, Google Spreadsheet, and Salesforce
- Post-sale closing (customer follow-up and support)
- Continuous relationship building through periodic meetings with existing clients
- **Operational tasks such as checking the condition of actual works, packaging, and preparing for shipping are also required.
- **Training programs related to art sales are available as onboarding to ensure that you can produce results within 3 months of joining the company.

■Work Attraction

- You will receive compensation based on your performance through our incentive system.
- You can improve your sales skills by gaining sales experience with high-net-worth clients, mainly executives and wealthy individuals.
- You will be able to proactively participate in the fast-paced growth phase of a startup aiming for the global market from Japan with members who have diverse career experiences from large foreign and Japanese companies and the art industry.

About TRiCERA

TRiCERA, Inc. is a company that provides a variety of art services to help artists, who have all kinds of potential, to be active not only in their own countries but also around the world, with the vision that "creativity knows no borders."

Its main product, the global art marketplace "TRiCERA ART," is a registration-based e-commerce platform specializing in contemporary art.

The company's flagship product, TRiCERA ART, is a subscription-based e-commerce platform specializing in contemporary art. It is currently used by 9,000 registered artists from more than 126 countries, and has the largest market share in Asia. The company also operates Resale, a secondary distribution market for contemporary art, and 9s Gallery, a gallery.

Employment Type

Full-time employee (Trial period: Yes (3 months))

You will be employed by EOR company.

Salary

Monthly fixed salary NTD 40,000~60,000

+ Performance-based compensation based on sales (paid 4 times a year based on results every 3 months)

**Monthly salary is negotiable depending on experience and ability.

**The following is an image of the amount of performance-based compensation based on an actual case

Mr. A: Approx. 195,000 yen/month Approx. 40,700 NTD/month

Mr. B: Approx. 105,000 yen/month Approx. 21,900 NTD/month

Work location

Taipei City (shared office)

Working hours

Flextime system/Standard working hours: 8 hours (core time: 10:00-14:00)

Dayoffs and vacations

As per Taiwanese calendar

スキル・資格

■Requirements

- Must share our vision
- Experience in sales or in the art industry (minimum 3 years)
- Willingness to learn about the contemporary art industry
- Able to gather and analyze information on the purchasing behavior of high net worth individuals.
- Interest in finance and investment, and the ability to keep up with the latest information and continue to learn.
- Standard PC skills (Excel, Word, PowerPoint) and IT literacy
- Tools used: Salesforce / Notion / Kintone / Slack
- Language skills- Native level of Chinese

■Welcome Requirements

- Experience or proven track record in customer service and sales for high-net-worth customers
- Experience in startup or venture sales
- Experienced in negotiating with executives and managers of listed companies
- English - Business level

- Japanese - Business level

■Selection Process

Document screening → Interview (all online) → Final selection → Offer
It takes about 2 weeks to make a job offer.

会社説明