



Global Sales Opportunity at Leading Electronics Distributor

Lead global accounts in key industries

Job Information

Hiring Company

Smith & Associates Far East Ltd.

Job ID

1456064

Industry

Distribution

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

April 15th, 2026 17:00

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

◆ Key Highlights of the Position ◆

- Global Sales Exposure

Engage directly with customers and suppliers across the Americas, EMEA, and APAC at one of the world's largest independent electronic component distributors.

- Uncapped Commission Structure

Your performance directly drives your earnings—there is no limit. Top performers are rewarded generously.

- Fast-Paced, International Environment

Join an open, dynamic, and multicultural workplace where initiative, ownership, and professional growth are encouraged at every level.

- Great Place to Work

Enjoy a stylish office environment, wellness programs, global company events, and a supportive team culture that fosters long-term success.

◆ About Smith & Associates ◆

Founded in 1984 in Houston, Texas, Smith is one of the world's leading independent distributors of electronic components.

Today, we operate in more than 20 cities worldwide, supporting top global manufacturers across industries such as:

- Mobile & consumer electronics
- Automotive
- Industrial equipment
- Semiconductor manufacturing
- Renewable energy, and more

Key Facts:

- 40+ years of market leadership
- Over USD 12.9 billion in revenue since 2019
- Workforce fluent in 50+ languages
- Renowned for rapid response, rigorous quality control, and flexible supply-chain solutions

Smith continues to expand while maintaining a collaborative, high-performance culture.

◆ Position: International Sales Representative ◆

As an International Sales Representative, you will identify global business opportunities, build long-term customer relationships, and collaborate closely with our overseas offices to support client needs across multiple regions.

Main Responsibilities

- Identify and develop new customers and vendors worldwide
- Conduct market research and engage in proactive outreach (phone, email, online tools)
- Maintain relationships with existing clients through consistent communication
- Provide sales and administrative support tailored to customer needs
- Research electronic component trends and market developments
- Collaborate with overseas branches on ongoing sales projects and opportunities

Required Skills

◆ Requirements ◆

《Must-Have》

- Bachelor's degree in any discipline
- Minimum 2 years of B2B sales or new business development experience
- Strong results-driven mindset and proactive problem-solving ability
- High motivation to learn, grow, and succeed
- Excellent communication skills in both English and Japanese
- Curiosity and willingness to take on new challenges

《Preferred》

- Sales experience in electronic components, distribution, or trading
- Experience managing key accounts in major industries
- (automotive, industrial equipment, semiconductor manufacturing, consumer electronics, etc.)
- Knowledge of the semiconductor industry

◆ Compensation ◆

- Salary: Based on experience
- Expected range: typically 10–25% increase over current annual income (depending on skills and qualifications)
- Uncapped monthly commission included

◆ Benefits & Work Environment ◆

- Competitive, performance-driven compensation
- Comprehensive training and professional development programs
- Modern office and supportive work environment
- Gym and wellness sponsorship

- Year-round company events and community engagement opportunities
- Stable global organization offering long-term career growth

Company Description