



International Sales Representative

Ranked #1 Global Independent Distributor

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

May 8th, 2024 06:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Entry Level

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

Position

International Sales Representative

Responsibility

- Identify and develop potential customers and vendors worldwide.
- Conduct diligent research online and approach prospective customers via phone and other communication methods.
- Handle daily communication and provide excellent service to new and existing customers.
- Provide sales and administrative support to existing customers.
- Research and develop an in-depth understanding of electronic components and market trends.
- Participate and assist in ad hoc projects.

Required Skills

Requirement

- Bachelor's degree holder or recent graduate in any discipline.
- 2+ years of B2B sales or new business development experience.
- Results-oriented attitude to approach and tackle problems with actionable solutions.
- Self-motivated with a hunger for success.
- Ready and willing to embrace challenges and achieve bold goals.
- Possess a growth mindset and aspirations to learn and go far.
- Committed team player with a strong passion for widening their business network and exposure.
- Proficiency in English and Japanese.

What We Offer

- Rewarding careers
- Uncapped monthly commission
- Collaborative and dynamic culture
- Comprehensive learning and development
- Gym and wellness sponsorships
- Modern, streamlined office design
- Year-round company activities and outings
- Opportunities to give back to our community

About Us

Founded 40 years ago in Houston, TX, US, Smith sources, manages, and distributes the electronic components that go into everything from mobile phones and computers to appliances and automobiles. Smith is the leading independent distributor of electronic components and ranks number six among all global distributors. We are always looking for talented individuals to join our dynamic, friendly, and professional team environment. Located in more than 20 cities around the world, you'll find a home here as part of the Smith family.

Our legion of employees communicates in 50 different languages and dialects and buys and sells components 24 hours per day, with global sales in excess of \$12.9 billion since 2019. We're always moving; helping manufacturers navigate market shifts, customizing supply chain solutions, testing components using cutting-edge technology, and more.

Company Description