



Japan Desk – Business Development Expert

Job Information

Hiring Company[MAEDEN Innovation Co., Ltd.](#)**Job ID**

1475918

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Other

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 10 million yen

Refreshed

May 14th, 2024 00:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

Native

Other Language

Chinese (Mandarin) - Native

Chinese (NativeLevel) is required

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Roles and Responsibilities:

1. Assist business development / sales department leveraging Japanese language skills for Japan clients
2. Develop and maintain existing Japanese client relationship
3. Participate in commercial contract negotiation and price negotiation

4. Analyze feedback from clients and propose recommendations

5. Provide technology insights into relevant sectors and help enhance business development capabilities to enter new markets and foster new business opportunities

Required Skills

Experience and Qualifications:

1. 10 years of experience or above in business development / sales function in trading houses or other corporate settings
2. Familiar with audio speaker / wire and cable / automation / chemical / fiber or other related industries in Japan
3. Familiar with manufacturing businesses
4. With business development / sales team expertise
5. Familiar with process relating to trading and customs
6. Proficient in Japanese & Mandarin, and basic English level is required

Expected Compensation: JPY6,000,000 ~ JPY10,000,000 (Negotiable)

* Currently, as we have not yet established a corporation in Japan, we will be entering into a service/consulting agreement with the candidate for the time being. Depending on the progress of the business, we will consider establishing a Japanese corporation and switching to direct employment, among other options.

* Assuming work from home for the time being, but need to travel a lot in Japan.

* The candidate, upon being hired, is expected to come to Taiwan for several weeks to months to gain a deeper understanding of our business, products, and technology, as well as to engage in team building with our team members. Additionally, the candidate may be required to travel to Taiwan for business trips (frequency to be discussed).

Company Description