



## Wholesale, Management position

**Deliver the world's finest hobby kits !**

### Job Information

**Hiring Company**

[HobbyLink Japan](#)

**Job ID**

1549938

**Division**

Wholesale Div

**Industry**

Distribution

**Company Type**

Small/Medium Company (300 employees or less)

**Non-Japanese Ratio**

About half Japanese

**Job Type**

Permanent Full-time

**Location**

Tochigi Prefecture, Sano-shi

**Salary**

4 million yen ~ 6 million yen

**Work Hours**

09:00-18:00

**Holidays**

土日祝日、日本国内カレンダー通りの祝日+お盆休み

**Refreshed**

July 9th, 2025 21:02

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level (Amount Used: English usage about 50%)

**Minimum Japanese Level**

Daily Conversation

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

No permission to work in Japan required

### Job Description

**HobbyLink Japan Ltd.** is an internet retail business based in Sano, Tochigi Prefecture, Japan.

#### ◆ Leading the market as the oldest cross-border EC company ◆

Founded in 1995, the company started out offering Japanese model kits to international customers out of a small apartment in Tokyo, Japan. Today, HobbyLink Japan operates a custom-built office and state-of-the-art warehouse in scenic Sano, Tochigi Prefecture, Japan, and offers over 120,000 hobby products including anime & action figures, model kits, Gundam products, hobby publications, and other collectibles at domestic prices, shipping to over 220 countries worldwide.

#### Responsibilities :

- Understand company goals and set up teams feature requests and translate them into working software
- Understand the company's overall goals and effectively translate them into clear team objectives and actionable plans.
- A company-wide perspective, make strategic proposals that contribute to the overall optimization and growth of the organization, beyond the scope of the immediate team.
- Self-motivated and able to solve problems and find solutions to difficult tasks
- Work on new projects as well as improving and/or rewriting older systems
- Documenting your code should be an natural part of your daily work

#### Work Environment :

- Energetic working environment in a multi-national team, communicating both in Japanese and English
- Work together with experienced software engineers and AWS architects, to create products and services with a focus on customer satisfaction
- Be part of a team designing systems based on cutting edge technologies, all the way from the discovery and planning phase to release and maintenance
- Various incentives and opportunities will be given to self-driven individuals

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### Required Skills

#### Required skills :

Excellent written and verbal English communication skills

Good written verbal Japanese communication skills

Prior wholesale business or web based inside sales experience

Strong leadership skills with the ability to inspire team members and drive the team toward achieving its goals through open and consistent communication

#### Preferred skills :

Spreadsheet/Excel basic skills

Data analysis skillll (customer data, customer purchasing data, potential market analysis, etc)

#### Additional Infomation :

Work location: **Sano, Tochigi prefecture, Japan**

Employment Type: Regular full time

Salary Payment: Annual

Incentive/Bonus: 2 times a year (up to company performance-based)

Salary Range: 4M ~ 8M (depending on your experiences and backgrounds)

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### Company Description