PR/118629 | Japanese Speaking Sales

Job Information

Recruiter
JAC Recruitment UK

Job ID
1602487

Industry
IT Consulting

Job Type
Permanent Full-time

Location
United Kingdom

Salary
Negotiable, based on experience

Refreshed
September 22nd, 2026 00:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent

Minimum Japanese Level
Fluent

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Business Overview

Selling used Japanese devices (primarily smartphones and tablets) to corporate buyers worldwide via AUCNET's B2B auction platform. Generating commission revenue by providing fair trading opportunities to buyers such as refurbishers, retailers, repairers, and insurers.

Company's Vision To build a buyer network in Europe with strong purchasing power, thereby driving up price levels across the entire auction. To establish us as a continuous and reliable sourcing channel among key industry players, becoming a vital partner that supports their procurement strategies.

Key Responsibilities

1. New Customer Acquisition

① Targeting & Approach Identify and approach promising new buyers based on target markets and customer segments.

② Relationship Building Leverage local market networks and insights to build relationships through event participation, client visits, and existing connections; raise AUCNET’s profile and foster trust.

③ Conversion Proactively lead the process from initial sales discussions to membership registration and bidding; build a buyer base that engages in continuous bidding and winning of auctions.

④ Conversion Improvement Identify barriers to registration or bidding (e.g., logistics, pricing, terms) for promising clients and drive conversion improvements by proposing and implementing solutions.

1. Existing Customer Follow-up (Account Management)

① Relationship Management Maintain and strengthen trust by fostering ongoing communication with existing buyers (via visits, calls, messages, events, etc.).

② Account Understanding Understand each client's business model, procurement needs, and purchasing potential; plan and execute actions to expand business volume.

③ Activation of High-Potential Accounts For promising clients who are not yet actively bidding or winning auctions, identify challenges or barriers and execute actions to resolve them.

④ Weekly Bidding Growth Encourage continuous participation in weekly auctions and drive maximum auction utilization by increasing the volume of bids and winning bids.

⑤ Account Maintenance Maintain healthy business relationships by appropriately handling claims and managing debt collection.

3. KPI Management Take responsibility for improving key auction KPIs (e.g., number of bidding companies, number of winning companies, winning bid share). Engage in continuous improvement activities to achieve sales and profit targets.

Sales Insights & Strategic Support Gather and analyze information on market trends, pricing trends, buyer needs, etc. Propose sales strategies and pricing competitiveness optimizations for the European market. Collaborate with headquarters to contribute to service improvements and enhanced sales performance.

Role-Specific Responsibilities Sales Manager

- Undergo onboarding and catch up on operations as needed to quickly gain a deep understanding of the business; execute tasks autonomously with minimal supervision.
- Manage key buyers and complex business relationships; lead the planning and execution of strategies to maximize sales.
- Proactively propose sales strategies and operational improvements to boost the team's overall performance. Mentor and train junior team members.

Sales Representative

- Manage an assigned portfolio of buyers and conduct sales activities autonomously after onboarding.
- Deepen understanding of customer relations and business operations through phased training.

Training Outline:

Month 1: Basic training on products, auctions, and operational workflows

Months 2–3: Customer interaction while shadowing senior staff

Months 4–5: Begin independent customer interaction

Working Style & Environment An environment requiring initiative and self-driven performance, with significant autonomy within a small team. Frequent customer visits and participation in trade shows/events across the UK and EU. Communication with the Japan headquarters requires consideration of time zone differences.

Skills & Mindset

- Experience in B2B sales or account management (industry agnostic)
- Experience communicating and negotiating with overseas clients
- Strong sense of ownership and ability to work autonomously
- Analytical mindset capable of understanding market and customer needs to drive problem-solving
- No prior knowledge of the used electronics industry required (can be acquired after joining)

English and Japanese: Full professional proficiency Proficiency in French or German is a plus

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding
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Company Description