



Overseas Sales Representative – Fishing Gear (Shiga, Japan)

Fishing Industry—Leverage Japanese Skill

Job Information

Hiring Company

JACKALL Inc.

Job ID

1604713

Division

海外営業部

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Shiga Prefecture, Otsu-shi

Salary

3.5 million yen ~ 5 million yen

Refreshed

September 7th, 2026 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

■ Position Highlights

- **Work Style:** Weekends and national holidays off; 125 annual holidays
- **Main Duties:** Overseas market development, sales strategy planning, and more
- **Company Features:** Fishing tackle manufacturer with a company-sponsored recreational fishing subsidy

■ Job Description

As an **Overseas Sales Representative**, you will be responsible for the promotion and sales of fishing gear, lures, apparel, and related products to international markets.

■ Key Responsibilities

1. Overseas Market Research & Development

- Researching trends and demand in global fishing markets
- Analyzing competitors and market share
- Reviewing local regulations and import/export requirements

2. Business Development & Client Negotiation

- Identifying and acquiring new distributors and retail partners
- Maintaining and strengthening relationships with existing clients
- Conducting price negotiations and contractual adjustments

3. Sales Strategy Planning & Execution

- Creating sales strategies tailored to each market's unique needs
- Planning promotional and marketing initiatives
- Organizing and attending international fishing expos and trade shows

Scope of work: Subject to change based on company needs

■ Employment Type

Full-time (Permanent position)

Trial period: 3 months (During this period, base salary may be reduced by up to ¥10,000)

■ Salary & Benefits

- Base Salary: ¥255,000–¥335,000/month
- Monthly Salary: ¥265,000–¥345,000
- Expected Annual Income: ¥3,800,000–¥5,000,000
*Based on 20 hours of overtime per month. Final offer depends on experience and skills.
- Salary Increase: Yes
- Overtime Pay: Yes

■ Working Hours

- 9:00 AM – 6:00 PM (8 hours/day, 1-hour break)
- Average monthly overtime: 20 hours

■ Location

Head Office: 5-22-7 Mano, Otsu-shi, Shiga Prefecture

- Remote work / transfer: None initially
- Smoking Policy: No smoking on premises (designated indoor smoking area available)
- Work location subject to company-assigned offices

■ Holidays & Paid Leave

- Total annual holidays: 125 days
- Days off: Complete 5-day workweek (Saturdays, Sundays, national holidays)
- Other leave:
 - Summer vacation
 - Year-end and New Year holidays
 - Paid vacation (10 days after 6 months of employment)
 - Special leave (wedding, bereavement, etc.)
 - Maternity and childcare leave (with actual usage record)

■ Benefits & Company Perks

- Work-hour flexibility: Shortened hours available (case-by-case)
- Side jobs allowed
- Training / Support: On-the-job training (OJT)
- Commuting allowance: Yes
- Housing allowance: Not available
- Welfare: Social Insurance (Health, Pension, Employment, Workers' compensation)
No corporate pension fund
- Retirement allowance: Yes
- Retirement age: 60
- Bicycle commuting allowed (some restrictions)
- Free dress code (for all employees)
- On-site parking (available to all employees)
- Private fishing subsidy: Up to ¥10,000 reimbursement
- Meal subsidy: ¥10,000/month

Required Skills

■ Required Qualifications:

- 2+ years of sales experience
- Proficiency in Microsoft Office software, including Excel, Word, and PowerPoint
- Ability to communicate in English (beginner to intermediate level or above)
- Ability to communicate in Japanese (above N1)

■ Preferred Qualifications:

- Sales experience
- Knowledge of international trade operations (e.g., Incoterms, tariffs, customs procedures)
- Fishing experience or familiarity with fishing (ideally with 3+ years of experience)

- Familiarity with fishing-related terminology such as offshore and saltwater fishing, and overseas fishing lures
- Individuals who go fishing weekly or monthly are especially welcome!

Company Description