# 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**
November 9th, 2026 02:00

## 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