Product Development | Sales | Hybrid Work (2 Days Remote) |

French Product Dev & Sales | Remote Work

Job Information

Hiring Company
Intrepid Japan Co., Ltd.

Job ID
1619454

Industry
Tourism

Company Type
International Company

Job Type
Permanent Full-time

Location
Osaka Prefecture, Osaka-shi Kita-ku

Train Description
Osaka Loop Line Station

Salary
3.5 million yen ~ Negotiable, based on experience

Work Hours
9:00 AM to 6:00 PM

Holidays
According to company regulations.

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General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Manage tailor-made travel enquiries for the French market, develop personalized itineraries, build travel partner

relationships, and support sales and product development across Japan
- Create unique travel experiences showcasing Japan’s regional attractions while directly contributing to French market growth and stronger international partnerships
- Use French, English, and Japanese in a global travel company, with opportunities to expand into product strategy and other international markets
- Enjoy 123 annual holidays, up to two remote workdays per week, flexible working arrangements, and one complimentary Intrepid trip each year

【Job Responsibilities】
This is more than just selling travel.

As a Product & Sales Assistant, you will help discover and develop unique travel experiences across Japan and introduce them to the French market. Working closely with French travel partners and global colleagues, you will contribute to business growth through sales, relationship management, and product development.

If you are passionate about travel, enjoy building international relationships, and want to use your French language skills in a global environment, we'd love to hear from you.

■What You'll Be Doing
< Initial Responsibilities >

- Manage sales enquiries and customized travel requests from French-speaking customers and travel partners Develop tailored travel itineraries based on customer needs
- Build and maintain relationships with French travel agencies and tour operators
- Collaborate with Reservations and Operations teams to ensure seamless travel experiences
- Work closely with French-market stakeholders across Intrepid's global and regional network

< Longer-Term Opportunities >

- Develop and improve travel products for the French market
- Identify business opportunities and contribute to market growth strategies
- Strengthen partnerships with key accounts in France
- Promote Japan as a premier travel destination for French travelers

As the dedicated French-market specialist within the Product & Sales Team, you will have the opportunity to influence both commercial growth and product strategy.

■About the Role
As our French market continues to grow, we are looking for a new team member to help expand our presence and strengthen relationships with French travel partners and customers.
Initially, your focus will be on managing FIT (Free Independent Travel) enquiries and sales for the French market. Over time, the role will expand to include product development, market growth initiatives, and strategic account management.
This is an exciting opportunity to play a key role in shaping the future of the French market within Intrepid Japan.

■Why Join Us?
１．Make a Direct Impact
Contribute to the growth of one of Intrepid Japan's key international markets.
Work Across Sales and Product Development
Go beyond sales by helping design and improve unique travel experiences throughout Japan.
２．Global Collaboration
Work closely with colleagues and stakeholders across Intrepid's global network.
３．Career Development Opportunities
Depending on your interests and strengths, opportunities may arise to work with additional international markets in the future.
４．FOC Trip Benefit
Enjoy the opportunity to participate in an Intrepid trip once per year at no cost, allowing you to experience our products firsthand and deepen your understanding of our customer experience.

■About FIT Travel
FIT (Free Independent Travel) refers to tailor-made travel experiences designed specifically for individual travelers or small private groups.
Rather than selling pre-packaged group tours, you will create personalized travel itineraries that match each customer's interests, preferences, and travel goals.

■About Intrepid Travel
Intrepid Travel is one of the world's largest adventure travel companies, operating in more than 30 countries worldwide.
Guided by our purpose, "Purpose Beyond Profit," we are committed to creating positive change through responsible travel that benefits local communities, protects the environment, and delivers meaningful experiences for travelers.
At Intrepid Japan, we design and operate immersive travel experiences throughout Japan for travelers from Europe, North America, Australia, and beyond.

【Employment Type】
Permanent full-time position

■Six-month probation period

【Salary】
Expected salary: From JPY 3.8 million per year for candidates with minimum direct experience (excluding bonus)

■Final salary will be determined based on experience, skills, and qualifications.
■Annual performance bonus of up to 10% of base salary, subject to individual and company performance

【Working Hours】
9:00 AM to 6:00 PM (8 working hours plus a 1-hour break)

■Intrepid offers a flexible working environment that supports individual work styles and work-life balance.

【Work Location】
Intrepid Japan Head Office
Osaka Umeda Twin Towers South, 13th Floor
1-13-1 Umeda, Kita-ku, Osaka 530-0001, Japan

■Access
3-minute walk from JR Osaka Station
Direct access from Osaka Metro Umeda Station
Direct access from Hanshin Osaka-Umeda Station
7-minute walk from Hankyu Osaka-Umeda Station
5-minute walk from Nishi-Umeda Station
4-minute walk from Kitashinchi Station

■Hybrid working arrangement (up to 2 days remote per week)

【Holidays & Leave】

- 123 annual holidays
- Annual leave in accordance with Japanese labour law

【Benefits & Welfare】

- Social insurance coverage
  (Health Insurance, Pension, Employment Insurance, and Workers' Compensation)
- Transportation allowance (up to JPY 50,000 per month)

Required Skills

【Essential Requirements】

- Professional business experience using French
- Ability to communicate effectively in Japanese and English
- Experience developing travel products or creating tour itineraries within Japan
- Strong relationship-building and stakeholder management skills
- Ability to manage multiple projects simultaneously
- Proficiency in Microsoft Office (Word, Excel, and PowerPoint)

【Preferred Qualifications】

- Experience with FIT or tailor-made travel planning
- Previous experience with a DMC, travel agency, tour operator, or related travel business
- Experience in sales, account management, or product development targeting the French market
- Experience preparing quotations and pricing travel products
- Familiarity with CRM systems or travel booking platforms
- Experience negotiating with French travel agencies or tour operators

【This Role Could Be a Great Fit If You】

- Want to build a career using your French language skills
- Enjoy both sales and product development
- Are passionate about promoting Japan to international audiences
- Thrive in an international and collaborative environment

【About Reqruiting】

- Recruitment Process
  Application screening
  ・Japanese resume
  ・Japanese work history document
  ・English CV
  →Two interviews (a third interview may be required)
  →Practical assessment
  →Reference checks (minimum two referees)

■Join Us
If you're excited about helping French travelers discover the best of Japan while contributing to the growth of a purpose-driven global travel company, we'd love to hear from you.

Company Description