



International Sales Representative

Ranked #1 Global Independent Distributor

募集職種

採用企業名

Smith & Associates Far East Ltd.

求人ID

1456064

業種

流通

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談

更新日

2024年05月29日 03:00

応募必要条件

職務経験

1年以上

キャリアレベル

新卒・未経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Position

International Sales Representative

Responsibility

- Identify and develop potential customers and vendors worldwide.
- Conduct diligent research online and approach prospective customers via phone and other communication methods.
- Handle daily communication and provide excellent service to new and existing customers.
- Provide sales and administrative support to existing customers.
- Research and develop an in-depth understanding of electronic components and market trends.
- Participate and assist in ad hoc projects.

スキル・資格

Requirement

- Bachelor's degree holder or recent graduate in any discipline.
- 2+ years of B2B sales or new business development experience.
- Results-oriented attitude to approach and tackle problems with actionable solutions.
- Self-motivated with a hunger for success.
- Ready and willing to embrace challenges and achieve bold goals.
- Possess a growth mindset and aspirations to learn and go far.
- Committed team player with a strong passion for widening their business network and exposure.
- Proficiency in English and Japanese.

What We Offer

- Rewarding careers
- Uncapped monthly commission
- Collaborative and dynamic culture
- Comprehensive learning and development
- Gym and wellness sponsorships
- Modern, streamlined office design
- Year-round company activities and outings
- Opportunities to give back to our community

About Us

Founded 40 years ago in Houston, TX, US, Smith sources, manages, and distributes the electronic components that go into everything from mobile phones and computers to appliances and automobiles. Smith is the leading independent distributor of electronic components and ranks number six among all global distributors. We are always looking for talented individuals to join our dynamic, friendly, and professional team environment. Located in more than 20 cities around the world, you'll find a home here as part of the Smith family.

Our legion of employees communicates in 50 different languages and dialects and buys and sells components 24 hours per day, with global sales in excess of \$12.9 billion since 2019. We're always moving; helping manufacturers navigate market shifts, customizing supply chain solutions, testing components using cutting-edge technology, and more.

会社説明