



Global Sales Opportunity at Leading Electronics Distributor

Lead global accounts in key industries

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

2026年06月03日 01:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

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

◆ Key Highlights of the Position ◆

● Global Sales Exposure

Engage directly with customers and suppliers across the Americas, EMEA, and APAC at one of the world's largest independent electronic component distributors.

● Uncapped Commission Structure

Your performance directly drives your earnings—there is no limit. Top performers are rewarded generously.

- Fast-Paced, International Environment

Join an open, dynamic, and multicultural workplace where initiative, ownership, and professional growth are encouraged at every level.

- Great Place to Work

Enjoy a stylish office environment, wellness programs, global company events, and a supportive team culture that fosters long-term success.

◆ About Smith & Associates ◆

Founded in 1984 in Houston, Texas, Smith is one of the world's leading independent distributors of electronic components.

Today, we operate in more than 20 cities worldwide, supporting top global manufacturers across industries such as:

- Mobile & consumer electronics
- Automotive
- Industrial equipment
- Semiconductor manufacturing
- Renewable energy, and more

Key Facts:

- 40+ years of market leadership
- Over USD 12.9 billion in revenue since 2019
- Workforce fluent in 50+ languages
- Renowned for rapid response, rigorous quality control, and flexible supply-chain solutions

Smith continues to expand while maintaining a collaborative, high-performance culture.

◆ Position: International Sales Representative ◆

As an International Sales Representative, you will identify global business opportunities, build long-term customer relationships, and collaborate closely with our overseas offices to support client needs across multiple regions.

Main Responsibilities

- Identify and develop new customers and vendors worldwide
- Conduct market research and engage in proactive outreach (phone, email, online tools)
- Maintain relationships with existing clients through consistent communication
- Provide sales and administrative support tailored to customer needs
- Research electronic component trends and market developments
- Collaborate with overseas branches on ongoing sales projects and opportunities

スキル・資格

◆ Requirements ◆

《Must-Have》

- Bachelor's degree in any discipline
- Minimum 2 years of B2B sales or new business development experience
- Strong results-driven mindset and proactive problem-solving ability
- High motivation to learn, grow, and succeed
- Excellent communication skills in both English and Japanese
- Curiosity and willingness to take on new challenges

《Preferred》

- Sales experience in electronic components, distribution, or trading
- Experience managing key accounts in major industries
- (automotive, industrial equipment, semiconductor manufacturing, consumer electronics, etc.)
- Knowledge of the semiconductor industry

◆ Compensation ◆

- Salary: Based on experience
- Expected range: typically 10–25% increase over current annual income (depending on skills and qualifications)
- Uncapped monthly commission included

◆ Benefits & Work Environment ◆

- Competitive, performance-driven compensation
- Comprehensive training and professional development programs
- Modern office and supportive work environment
- Gym and wellness sponsorship

- Year-round company events and community engagement opportunities
 - Stable global organization offering long-term career growth
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会社説明