



## 【世界唯一の技術／東大発ベンチャー／SDGs】海外営業（中国担当）（12737）

### 募集職種

人材紹介会社  
ユナイテッドワールド株式会社

求人ID  
1518831

業種  
電気・電子・半導体

雇用形態  
正社員

勤務地  
東京都 23区

給与  
600万円～900万円

勤務時間  
勤務時間：フレックスタイム制（コアタイム 11:00～15:00）

休日・休暇  
休日：完全週休2日（土・日）、祝祭日

更新日  
2025年12月19日 05:00

### 応募必要条件

職務経験  
1年以上

キャリアレベル  
中途経験者レベル

英語レベル  
流暢

日本語レベル  
日常会話レベル

その他言語  
中国語：北京語 - 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

This position is available only for people residing in Japan.

#### [Company Profile]

Under the mission of "creating a sustainable world with the power of new manufacturing," it is a startup that works on manufacturing methods for electronic circuits that have an order of magnitude less environmental impact than before. Until now, electronic circuits have been manufactured by a method called the subtractive method or photolithography method, in which a metal film is formed on the entire surface, and then the unnecessary parts are melted and discarded, which consumes a large amount of water and energy. In response to this, the company was the first in the world to mass-produce a unique manufacturing method that "prints metal only on the necessary parts with inkjet and

further grows the metal with plating technology." It is an innovative technology that enables manufacturing with less than 1/10 of the existing water and energy. In addition to developing this technology, they invested 1.4 billion yen (including the planned investment) in Nagoya to build the world's first mass production plant and succeeded in mass production. In addition, it has already been adopted as a substitute for existing electronic circuits in general electronic devices such as displays, proving this technology's mass production and marketability.

[Background of recruitment]

They are currently making a major strategic shift to expand overseas sales and are currently recruiting for this position. In the medium term, they are continuing research and development to expand the application of this manufacturing method not only to flexible circuit boards but also to other electronic circuit boards and other electronic components. Under these circumstances, as environmental needs are increasing and they are receiving inquiries from many overseas customers, they are looking for overseas sales/business development personnel to further expand our customer base and expand our scale.

[Attractive points of company/work]

- ・ You can gain global sales experience at one of the few rapidly growing deep tech companies in Japan.
- ・ Experience dynamic business with major manufacturers

[Job description]

The main sales expansion area will be Taiwan, the headquarters and R&D centers of users with high environmental awareness and will primarily target major customers.

You will be responsible for all overseas sales including new business development.

- ・ General business development activities from project inquiries to mass production launch
- ・ Communication with overseas customers (assuming business negotiations in English and email communication)
- ・ Marketing in Taiwan or the surrounding area

## スキル・資格

[Requirements]

- ・ Native level Chinese proficiency
- ・ Business level English proficiency
- ・ Japanese proficiency at the daily conversation level
- ・ People who sympathize with their mission and culture
- ・ Sales/business development experience in the overseas manufacturing industry (preferably for electronic products)
- ・ People who can come to their head office and can travel overseas at least twice a month.

[Preferred requirements]

- ・ Experience in sales/business development/marketing in the manufacturing industry (preferably for electronic products)
- ・ Experience negotiating with overseas agents and Sales Reps
- ・ Those who have graduated from a graduate school in the environmental field
- ・ Those who have experience in sales to major companies at a startup
- ・ Business level Japanese

[Conditions]

Employment Type: Permanent

Trial period: 3 months

Estimated annual income: ¥6M~9M (Monthly salary, fixed overtime 45 hours)

Work location: Tokyo

Working hours: Flex time (Core time 11:00-15:00)

The prescribed working hours per month are 8 hours of basic working hours per day multiplied by the prescribed number of working days per month.

Holidays: 2 days a week (Saturdays and Sundays), national holidays

Vacation: Summer vacation, year-end and New Year holidays, and other vacations available

Overtime: Average 20~30/h month

Benefits: Complete social insurance, commuting allowance (according to company regulations), and other benefits

[About selection]

Documents required for application: resume, resume of work

Online interview: Available

Interview language: English

Number of interviews (flow): Document screening → 2 online interviews → 1-day internship

Application for overseas residents: Unavailable

\* May change depending on the situation of the candidate

## 会社説明