



ZenStudio Sales Representative

募集職種

採用企業名

ZenGroup株式会社

求人ID

1549861

部署名

ZenStudio Division

業種

インターネット・Webサービス

会社の種類

大手企業 (300名を超える従業員数)

外国人の割合

外国人 多数

雇用形態

正社員

勤務地

大阪府, 大阪市中央区

最寄駅

堺筋線、 堺筋本町駅

給与

350万円 ~ 500万円

勤務時間

9:15~18:15(実働8時間/休憩 1時間)

休日・休暇

完全週休2日制(土日)

更新日

2025年07月09日 11:59

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

この求人の魅力へ

～このホウの能力～

- Web・映像制作サービスの法人営業
- 自身の提案が事業拡大に直結
- 法人営業・新規開拓経験が活かせる
- 多国籍な職場で語学力が活かせる
- フレックスタイム制あり

In the summer of 2024, ZenGroup's creative team evolved into ZenStudio, a creative agency dedicated to helping businesses stay ahead in the fast-changing world of e-commerce marketing. ZenStudio currently offers web design solutions and content video production with the goal of supporting companies looking to expand their global reach.

As this is a newly launched venture, we're seeking a driven sales professional who will take the lead in introducing ZenStudio's services to the market. If you're someone who thrives in a fast-paced environment and wants to see your efforts directly shape the growth of a business, we'd love to connect with you.

Main Duties

Key Responsibilities:

- Identify and pursue new business clients across Japan and abroad
- Proactively reach out to potential clients via email, calls, webinars, events, and social media
- Build and manage a pipeline of potential client leads and follow-up
- Work closely with the creative team at ZenStudio to understand the services offered and create custom sales pitches
- Represent ZenStudio at industry events, networking meetups, and client meetings
- Develop and maintain CRM systems to report on sales activities
- Contribute to strategy sessions on positioning, pricing, and outreach

ZenGroup is an e-commerce company based in Osaka, Japan, with over 400 active employees across our headquarters and logistics centers. With a diverse workforce representing more than 34 nationalities, we support the international market in purchasing products from Japan and help Japanese companies sell their products overseas. ZenGroup currently operates multiple different services:

- ZenMarket: A proxy-buying platform that enables international customers to shop in their own language on major Japanese e-commerce sites such as Mercari, Yahoo Auctions, Yahoo Shopping, and more.
- ZenPlus: An e-commerce marketplace that connects over 3,000 small to mid-sized Japanese businesses with international customers.
- ZenPromo: A promotional service that helps Japanese companies refine their international marketing strategies and build global brand awareness.
- ZenPop: A monthly subscription box service offering curated stationery items that highlight Japanese kawaii culture and other cultural elements.
- ZenLink: An HTML tag-based service for Japanese e-commerce companies that enables their products to be purchased on ZenMarket, driving international web traffic to their stores.
- ZenStudio: A creative agency specializing in web design and video production, supporting businesses entering digital media or enhancing their e-commerce presence to meet modern trends.

Today, our platform has over 2 million registered users, is available in 19 languages, and serves customers in over 181 countries across six continents—delivering Japanese products to the world.

Department : ZenStudio Division (Web-design team: 6 members, Content Team: 6 members)

Reason for hire : Staff expansion

Contract Type

Full-time

3 Month probationary period (salary same as above)

Salary

Estimated salary in year 1: 3.6M~4.9M¥

300,000-350,000¥ Monthly (Based on previous experience and ability)

Bonus: Twice a year (June and December)

Salary evaluation: Once a year

Work Location

Osaka Sakaisuji L Tower, 1 Chome-7-7 Kawaramachi, Chuo, Osaka, Osaka Prefecture, Japan

*On-site

Access

- Osaka Metro Chuo Line 「Sakaisuji Honmachi Station」 6mins
- Osaka Metro Sakaisuji Line 「Kitahama Station」 6mins
- Osaka Metro Midousuji Line 「Honmachi Station」 10mins

Working Hours

Standard working hours: 9:15 AM – 6:15 PM (8working hours / 1 hour break)

Flextime available: Start work anytime between 7:00AM - 10:00 PM, with up to 2 hours of break time per day.

*Standard working hours apply during the initial training period (approx. 2 months).

Days Off & Vacation Leave

- 5-day workweek (Saturday & Sunday off)
- New Year holiday (4 days)

- Paid leave (26 days in year 1)
- Congratulatory and condolence leave
- Maternity/paternity leave
- Child care leave
- Personal day leave
- Regarding Paid Vacation : Japanese holidays are treated as regular working days. To balance this, employees are granted 26 days of paid leave from year 1. In 2024, the paid leave usage rate exceeded 80%.

Benefits

Other Allowances

- Overtime (paid by minute)
- Transportation allowance (up to ¥30,000/month)
- Managerial allowance

Benefits

- Complete social insurance (workers' compensation, employment, health, welfare pension)
- Business casual dress code(no suit required)
- Training system (job-specific, level-specific training)
- Japanese/English lessons
- In-house club activities (karaoke, day camp, etc.)
- Monthly company events
- Free tea and coffee

スキル・資格

【Must-Have Skills】

- Japanese native speaker
- Fluent English (verbal and written)
- B2B sales experience 2 years+ (Including small to large companies)

【Preferred Skills】

- Background working in a creative agency (Sales, design, video, photography, branding, etc.)
- Existing sales network in the Kansai area (Preferably in the creative industry)
- Prior experience in business development or account management Personality
- Self-starter: This candidate will be the only salesperson in an international creative agency. We need someone who is able to work without a playbook and take action.
- Organization Skills: This person will need to organize and follow up with current and potential clients.
- Creative Mind: Someone who has an interest in media, design, or storytelling who can relate closely to the ZenStudio services and be passionate about selling these services to companies around the globe.

◆採用プロセス

一次面接 - 採用チーム(45~60分、オンラインまたは対面)

※ロジックテスト(オンライン面接の場合、実施しません。)

二次面接 - ZenStudioチーム(45~60分、対面必須)

※関西地方外からの応募者には最大27,000円の交通費を支給しております。

※ロジックテスト(一次面接で未実施の場合)

三次面接 - 人事企画チーム(30~60分、オンラインまたは対面)

※企業文化テスト

採用決定

会社説明