Overseas Sales Representative – Fishing Gear (Shiga, Japan)

Fishing Industry—Leverage Japanese Skill

募集職種

採用企業名
株式会社ジャッカル

求人ID
1604713

部署名
海外営業部

業種
その他（メーカー）

雇用形態
正社員

勤務地
滋賀県, 大津市

給与
350万円 ~ 500万円

更新日
2026年11月09日 02:00

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
ビジネス会話レベル

最終学歴
高等学校卒

現在のビザ
日本での就労許可が必要です

募集要項

■ Position Highlights

- **Work Style:** Weekends and national holidays off; 125 annual holidays
- **Main Duties:** Overseas market development, sales strategy planning, and more
- **Company Features:** Fishing tackle manufacturer with a company-sponsored recreational fishing subsidy

■ Job Description
As an **Overseas Sales Representative**, you will be responsible for the promotion and sales of fishing gear, lures, apparel, and related products to international markets.

■ Key Responsibilities
1. Overseas Market Research & Development

・Researching trends and demand in global fishing markets
・Analyzing competitors and market share
・Reviewing local regulations and import/export requirements

2. Business Development & Client Negotiation
・Identifying and acquiring new distributors and retail partners
・Maintaining and strengthening relationships with existing clients
・Conducting price negotiations and contractual adjustments

3. Sales Strategy Planning & Execution
・Creating sales strategies tailored to each market's unique needs
・Planning promotional and marketing initiatives
・Organizing and attending international fishing expos and trade shows

Scope of work: Subject to change based on company needs

■ **Employment Type**
Full-time (Permanent position)
Trial period: 3 months (During this period, base salary may be reduced by up to ¥10,000)

■ **Salary & Benefits**
・Base Salary: ¥255,000–¥335,000/month
・Monthly Salary: ¥265,000–¥345,000
・Expected Annual Income: ¥3,800,000–¥5,000,000
*Based on 20 hours of overtime per month. Final offer depends on experience and skills.
・Salary Increase: Yes
・Overtime Pay: Yes

■ **Working Hours**
・9:00 AM – 6:00 PM (8 hours/day, 1-hour break)
・Average monthly overtime: 20 hours

■ **Location**
Head Office: 5-22-7 Mano, Otsu-shi, Shiga Prefecture
・Remote work / transfer: None initially
・Smoking Policy: No smoking on premises (designated indoor smoking area available)
・Work location subject to company-assigned offices

■ **Holidays & Paid Leave**
・Total annual holidays: 125 days
・Days off: Complete 5-day workweek (Saturdays, Sundays, national holidays)
・Other leave:
Summer vacation
Year-end and New Year holidays
Paid vacation (10 days after 6 months of employment)
Special leave (wedding, bereavement, etc.)
Maternity and childcare leave (with actual usage record)

■ **Benefits & Company Perks**
・Work-hour flexibility: Shortened hours available (case-by-case)
・Side jobs allowed
・Training / Support: On-the-job training (OJT)
・Commuting allowance: Yes
・Housing allowance: Not available
・Welfare: Social Insurance (Health, Pension, Employment, Workers' compensation)
No corporate pension fund
・Retirement allowance: Yes
・Retirement age: 60
・Bicycle commuting allowed (some restrictions)
・Free dress code (for all employees)
・On-site parking (available to all employees)
・Private fishing subsidy: Up to ¥10,000 reimbursement
・Meal subsidy: ¥10,000/month

スキル・資格

■**Required Qualifications:**
・2+ years of sales experience
・Proficiency in Microsoft Office software, including Excel, Word, and PowerPoint
・Ability to communicate in English (beginner to intermediate level or above)
・Ability to communicate in Japanese (above N1)

■**Preferred Qualifications:**
・Sales experience
・Knowledge of international trade operations (e.g., Incoterms, tariffs, customs procedures)
・Fishing experience or familiarity with fishing (ideally with 3+ years of experience)

・Familiarity with fishing-related terminology such as offshore and saltwater fishing, and overseas fishing lures
・Individuals who go fishing weekly or monthly are especially welcome!

会社説明