

Coorporate Sales

募集職種

人材紹介会社
株式会社 JAC International

採用企業名
French luxury crystal maison

求人ID
1618888

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
800万円 ~ 経験考慮の上、応相談

更新日
2026年11月05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
ビジネス会話レベル

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

Company Overview

A globally renowned French luxury maison celebrated for its heritage, craftsmanship, and lifestyle creations. The brand serves discerning clients worldwide through its retail network, hospitality partnerships, and corporate gifting solutions.

Mission

Contribute to business growth and brand enhancement by driving corporate sales activities targeting companies and distributors.

Develop and execute tailored proposals that meet client needs while preserving the brand's prestigious positioning within the luxury market.

Manage the entire process from proposal and order placement through delivery and after-sales service, ensuring exceptional client satisfaction and long-term partnerships.

Key Responsibilities

1. Corporate Sales Development

Manage and grow relationships with existing corporate clients while actively developing new business opportunities.
Expand the corporate customer base through gifting programs, partnerships, and B2B collaborations.
Develop strategic proposals and customized gifting solutions aligned with client objectives.
Build sustainable relationships with corporate partners, distributors, and agencies.

2. Project & Order Management

Oversee the full order-to-delivery process in collaboration with Marketing, Logistics, and Finance teams.
Manage project timelines, budgets, and client communications.
Coordinate internal approval and order processes while ensuring smooth execution.
Arrange product inspections, shipments, and related logistics when required.

3. Sales Administration

Prepare sales forecasts and monthly business reports.
Maintain accurate records of sales activities, orders, invoicing, and client information.
Monitor sales performance and identify opportunities for business improvement.

4. Client Experience & Brand Representation

Act as a brand ambassador and uphold the highest standards of luxury service.
Deliver customized client experiences that reflect the brand's heritage, craftsmanship, and excellence.
Ensure all proposals and communications are aligned with the brand image and values.

5. Cross-Functional Collaboration

Work closely with Retail, Marketing, Logistics, and international HQ stakeholders.
Facilitate effective communication between internal and external partners.
Share best practices and contribute to the continuous development of the business.

Employee Benefits:
Compensation : up to 7M.

Compulsory Benefits:
-Health Insurance,
-National Pension,
-Employment Insurance,
-Accident Insurance

スキル・資格

■ Required Experience and Skills
3?5 years of corporate or B2B sales experience, preferably in luxury, premium consumer goods, or gift-related industries.
Strong communication and interpersonal skills to engage with corporate clients and partners.
Project management capability with attention to detail and deadlines.
Proficiency in Microsoft Office (Excel, Word, PowerPoint; Pivot table experience preferred).
Fluent in Japanese and basic to intermediate English (reading/writing e-mails).

■ Preferred Qualifications
Experience in luxury or high-end consumer brands.
Knowledge of Baccarat products or similar premium gift items.
Experience collaborating with marketing or logistics functions.

■ Personal Attributes
Client-oriented mindset with a strong sense of ownership.
Positive and proactive attitude.
Ability to multitask and adapt in a fast-moving environment.
Commitment to brand integrity and excellence.
Team-oriented and collaborative spirit.

会社説明

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介

いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC's unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.