

Job Description

Job Title ポジション名	Sales representatives		
Job Holder 現担当者			
Function 本部	Private Label	Department 所属部門	Private Label Japan
Direct Reporting lines : 上長名・ポジション	Tomohiro Saito	Functional line 機能上の上司	Christian Bregovac
Location/Site 勤務地	Osaka	Country 国	Japan
Number of direct reports 部下の数	0		
Type of Employment 雇用タイプ	100 % of FTE		
Created 作成日	02/04/2019	Reviewed 修正日	
PURPOSE OF THE JOB ポジションの存在理由			
<ul style="list-style-type: none"> • Management of planning, development, production and sales of original products for customers • To achieve our sales target and sales profitability by enhancing partnership with our existing customers and searching for our new customers. • To plan profitable and innovative products and gain larger place to sell in the store. 			
GENERAL DUTIES AND RESPONSIBILITIES 職務内容			
<ul style="list-style-type: none"> - Product planning and business meeting with customer such as Nissen, Senshukai, Shirohato and Dinos-Cecile to meet their demand and sales target - Product planning in sight of meeting market needs and profitability - Product planning and proposal to gain new customer - Sharing information internally to share success examples and achieve sales target 			
KEY INTERFACES 重要な協働先			
Internal key customers 社内		Area of Interface 協働分野・内容	
<ul style="list-style-type: none"> ● Order management team ● Shizuoka distribution team ● Quality Assurance team ● Customer service team ● Intellectual property team 		<ul style="list-style-type: none"> ● Cooperation in Sales activities ● Management of receiving and shipping products ● Check quality ● Customer's voice ● Checking patent and copyright 	
External key customers 社外		Area of Interface 協働分野・内容	
<ul style="list-style-type: none"> ● Buyer of the customer ● Supplier & vendor 		<ul style="list-style-type: none"> ● Product planning and business negotiation ● Adjusting production schedule and cost negotiation 	

Please submit this form with comments, signature and together with the job description to the HR Department !

KEY PERFORMANCE INDICATORS (KPI) 業務評価指標

- Sales target: 285MMJPY
- Sales MI%: 19.6%
- Inventory at end of the year: 0.5 million unit
- Operating New service model

Job Requirements 職務要件**PROFESSIONAL EXPERIENCE 専門分野での経験**

Product planning experiences more than 5 years
Knowledge of intimate apparel
Sales representative experiences more than 3 years

EDUCATION REQUIREMENTS 教育面での要件

University Degree

OTHER REQUIREMENTS その他要件

Language skill: English intermediate
IT proficiency: utilize internal system
Technical skill: Knowledge of intimate apparel
Mobility: YES

PERSONAL QUALITIES 人物要件

- 創造力
- 社内外への折衝能力
- 数値管理能力
- 適応力
- 商売感覚

NOTE

This Job Description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the on-going needs of the organization.

本JDがポジション要件のすべてではない。社員は、その他関連する職務を、組織のニーズに応じて実行することがある。

APPROVED BY Tomohiro Saito *Title*

SIGNED BY Yuko Miyamoto *Date* Jan.22,2018