

## **AGS JAPAN SALES REPRESENTATIVE**

AGS is the leading French group with an international presence in the Mobility and Records Management industries.

We are a key role player in the mobility of executives, diplomats, members of international organisations and from the private sector. AGS in Japan focuses on the delivery of the following services: international and domestic removals, office removals, logistics projects, relocation projects, and records management.

Complete client satisfaction is an essential goal underlying the activities of AGS. Our strength lies in our knowledge of the market, our discipline, our client orientation and in our availability.

AGS is a dynamic company which offers its members of staff real prospects for career advancement and growth within the company. The prosperity of the group is a result of our know-how and the professionalism of our employees.

We are currently recruiting a **Sales Representative** to be based in **Japan**.

### **POST DESCRIPTION:**

Thanks to your conquering and entrepreneurial spirit, you will contribute to the growth of the Japanese entity and the company as a whole. Your duties will include:

- Overseeing sales and business maintenance with existing accounts, and managing enquiries and leads. This will include regular face-to-face meetings and visits with clients, to ensure that the relationship is maintained
- Creating and increasing awareness of the company through sales and marketing efforts such as following up on leads, presentations, networking, etc. You will represent the company at various business development events, always keeping a finger on the pulse of the industry and competitor developments and trends, to ensure that the company can stay ahead of the curve
- Conducting pre-move surveys and proposing tailor-made solutions to clients, increasing cross-selling opportunities for the company's services, ensuring that there is appropriate follow-up with the client
- Constructing and calculating cost cards and rates, and liaising with overseas (sister) offices or partners where and when required, ensuring that all rates received from overseas offices and/or partners are as competitive as possible
- Conducting job visits at the client's site, and assisting with problem resolution, as and when required

### **CANDIDATE PROFILE:**

Over 2 years of experience in sales is essential, preferably with a relocation background. A relevant university qualification (e.g. management or marketing) will be advantageous. You must have complete fluency in English; fluency in a European language such as Spanish, German or Dutch will be an advantage. The position requires strong business acumen, coupled with a determined and results-oriented mindset. We are looking to recruit a candidate with excellent interpersonal, communication and presentation skills, being able to work with and understand different cultures. Dedicated to absolute client satisfaction, this will require you to work irregular hours.

### **THE OFFER**

A local contract in Japan, with a salary commensurate with the candidate's skills and experience. We offer an attractive commission structure which is based on results and Key Performance Indicators.

### **How to Apply**

Should you be interested in pursuing this exciting opportunity, you are requested to submit your up to date CV and Letter of Motivation (*including your salary expectation*) to [mehdi.ouchelli@ags-globalsolutions.com](mailto:mehdi.ouchelli@ags-globalsolutions.com). Please quote the title of the position in the subject line of your e-mail.

### **General Recruitment Terms**

Although we appreciate all applications, we can only correspond with short listed candidates. Should you not have received feedback on your application within four weeks of applying, please consider your application unsuccessful. AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right to not make a placement. Unsolicited submissions from recruitment agents will not be considered. The interviewing and appointment process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration and archiving of your personal data contained in your CV and other application documents, in accordance with the relevant legislation (as may be amended) for the purposes of registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce and applications from all sectors of society are encouraged. However, as an inherent requirement of the position, the successful candidate must have the right to live and work in Japan.