



Sales Representative

AGS Japan

The essential goal that underpins everything we do: full customer satisfaction!

AGS is the leading French mobility group with an international presence.

A key player in local and international mobility services in all sectors (corporate, private, diplomats, civil servants, etc.), our strength lies in our expert knowledge of the market, our customer orientation, our global network, and our enthusiasm for international logistics.

In recent years, the AGS Group has expanded its range of service offerings to include a full range of relocation services and high quality physical and digital archiving solutions. All these activities open up exciting new prospects and markets to be developed for a promising future.

Due to our upward trending market presence and growth AGS is constantly looking for candidates to join in building future success, as our biggest and greatest assets are the know-how and professionalism of our employees.

We are currently looking to recruit a **Sales Representative** for our site in Tokyo, Japan.

Post Description

Your responsibilities include, but not limited to:

- Fast response to customer enquiries and pursue new sales prospects with enthusiasm and speed
- Meet and surpass customer expectations with your interpersonal and excellent communication skills
- Deliver proposals with accurate costing and margins
- Contribute to the sales growth in turnover and profitability
- Listen to the diverse needs of each and every customer and deliver customised solutions
- Negotiate quickly and close the deal
- Leverage every move won or lost to get another
- Collaborate with and lead the internal team to execute the service with excellence
- Pay attention to details and anticipate issues before they occur
- Represent company through networking, account visits and inbound customers
- Keep up with industry trends and competitive environment to stay ahead of the curve

Candidate Profile / Qualification

- You have an entrepreneurial spirit demonstrated by ownership of your responsibilities
- You have completed a bachelor's degree from a university
- You have at least 5 years of sales experience in a service sector
- You are fluent in both spoken and written English and have a working knowledge of Thai
- You are agile and reactive to the fast-paced and demanding needs of our global customer base
- You communicate with empathy understanding the stressful nature of the moving customer
- You are independent and self-motivated, and work independently without supervision
- You are professional and build trust and reputation of our company inside and outside
- You are tech savvy and use tech tools accurately to gain efficiency and maintain database up to date
- You are comfortable communicating and negotiation with C-level executives (foreigners and locals)



What's on offer?

Salary will be commensurate with the candidate's skills and experience. We offer an attractive commission and annual bonus structure which is based on results and KPIs. All statutory employment entitlements in Japan will apply to this position. You will get to work in a super dynamic growing international company and interact with a global team, and come in contact with many different cultures.

Are you interested? Send us your application today with your up-to-date CV and motivation letter (including your salary expectation) to mehdi.ouchelli@ags-globalsolutions.com. Please quote the title of the position in the subject line of your email.

General Recruitment Terms and Conditions

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.