



With knowledge and experience
comes great insight and opportunity.

US Sales Representative Position

UBIQ K.K., Tokyo Japan

June 15th, 2022

Overview	UBIQ K.K., a Tokyo-based market-entry and advertising agency (https://www.ubq.co.jp/en/) provides marketing communication support to companies who want to expand into foreign markets from Japan. UBIQ is searching for a US Sales Representative who can take on a leadership role for our client who is looking to expand sales.
Employment type	Part-time (number of hours per week is negotiable)
Responsibilities	<ul style="list-style-type: none">● Study client's products and industry, and devise strategies to develop potential leads● Send emails and conduct cold calls or utilize other methods to reach potential leads and build relationships● Schedule meetings and presentations as required● Learn how to operate to send test machines to potential leads and follow up with the test results● Attend the industry events/exhibitions with client as requested● Provide weekly sales reports● Attend biweekly meetings with client and report on progress. (online meetings)● Have a location to store 3 demo machines.● Some travel to meet with a potential client or attend the trade show in October this year
Required qualifications	<ul style="list-style-type: none">● Proven ability to meet and exceed sales quotas● Proven track record of successfully managing customer relationships● Excellent interpersonal skills● Highly self-motivated● Strong verbal and written communication skills● Native English● Resides in the United States
Salary	Negotiable
What we provide	<ul style="list-style-type: none">● Sales presentation materials● Demo machines● Manage reporting with the client● Expenses including transportation fee, event participation, machine delivery related fees, etc.● Wrike (project management cloud service) account● Salesforce account to track lead communications
Contact person	Yoko Kaku (Account Manager) Email: yoko.kaku@ub-q.com