

Junior Sales Coordinator - Japanese market

Company Overview

EXAPRO is an online B2B marketplace for used industrial machinery. We help clients from all over the world to choose the right machine for their needs. We attract 300,000 buyers every month and our website is available in 9 languages.

We are a young and dynamic team of 20 professionals from 10 countries, making it fun to trade used machinery. Our people are our best assets, so we are always looking for talented and creative people to make everyone succeed.

Position Overview

We are looking for a new member to our multinational team! We are an international company selling used industrial machines worldwide currently searching for an internship student (40 hours a week), someone who likes the challenge and can help us to **develop Japanese market**.

What will you do?

- ◆ Negotiation of the complex international deals
- ◆ Working on developing the market
- ◆ Collaborating with the team members on the deals requiring multiple linguistic skills
- ◆ Proactively seeking new opportunities on the market and prospecting new partners
- ◆ Participating in projects to improve the catalog and the offers
- ◆ Updating and cleaning of the database

What do we expect?

- ◆ Studying Master degree in International Trade/ Foreign languages – University/ Business School
- ◆ Availability for at least 6 months
- ◆ Organizational and international business skills
- ◆ Interest in B2B business and industrial world
- ◆ Experience with Japanese business culture
- ◆ Languages: Japanese (C1), English

Location

Prague, CZ



Department

Sales team



Languages

English, Japanese



What do we offer?

- ◆ Paid internship, 40 hours a week
- ◆ International team of young people
- ◆ Office in Prague (center)
- ◆ 10% commission on successful deals
- ◆ Possible career growth
- ◆ Company events and team buildings

How to apply?

Please **send your application (CV and cover letter) to recruit@exapro.eu**.