

FY2027 New Graduate Recruitment: Sales Position

Hiring Company

KINGSOFT Japan Corp.

Eligibility

Candidates expected to graduate or complete their studies from a vocational school, university, or graduate school (domestic or overseas) by **the end of March 2027**.

Employment Type

Regular Employee (Full-time)

Job Title

Sales Position (Planning & Proposal Sales)

Job Description

You will be responsible for proposal-based sales aimed at solving customers' business challenges. Beyond simply selling in-house products and services, you will act as a business partner, creating plans and proposals to address client needs. While the specific products vary by department, you will have the opportunity to work with cutting-edge AI robots or propose solutions to major corporations—a position that allows for rapid skill development as a sales professional.

< Specific Duties >

- Identify challenges through client hearings and consultations.
- Develop and present planning/proposals to solve identified issues.
- Manage the closing process through to implementation.
- Develop new clients and sales agencies.
- Provide follow-up support for existing agencies (study sessions, periodic meetings, etc.).
- Propose new product features based on customer feedback.
- Other related duties.

< **Scope of Potential Changes** > All operations within the company, including duties at seconded or transferred affiliate companies.

< Key Products >

- **WowTalk:** Business chat and internal SNS.
 - **CAMCARD BUSINESS:** Corporate business card management solution.
 - **Lanky Porter:** AI service robot.
 - **KINGSOFT Security Pro:** Security software.
 - **AdCleaner:** Ad-blocking application.
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Ideal Candidate Profile

- Individuals who deeply resonate with our Mission, Vision, and Values.
- Those who work with a sense of speed and focus on results.
- Those who take on challenges with passion and continue to evolve.
- Those who can think critically and act proactively on their own initiative.

Position Appeal

In addition to sales expertise, you will acquire multifaceted skills including communication, analysis, and planning. It is a rewarding role where you can feel the satisfaction of helping clients while contributing to the company's revenue. There are also future opportunities to be involved in sales strategy and new product feature proposals, broadening your long-term career path.

Working Hours & Compensation

- **Working Hours: Full Flextime System** (No core time). Standard working hours: 8 hours per day (60-minute break).
- **Salary: ¥260,000 per month** (Base salary: ¥191,938 + Fixed overtime pay: ¥68,062).
 - The salary breakdown is subject to change.
 - Fixed overtime pay covers 45 hours of overtime. Any excess will be paid separately.
- **Salary Revision:** Once a year.
- **Commutation Allowance:** Up to ¥35,000 per month.

Skills & Career Support

- **Side Jobs:** Allowed.
 - **Career Challenge System:** Employees can express interest in transferring to other departments without going through their direct supervisor.
 - **Certification Support:** The company subsidizes examination fees for recommended professional certifications.
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Benefits & Time Off

- **Benefits:** Membership in major employee benefit services, maternity leave, and childcare leave (records of both men and women taking leave).
- **Holidays:** Fully 2-day weekend (Sat/Sun) and National Holidays. Over 122 annual holidays.
- **Leave:** Annual paid leave (10 days granted 6 months after joining), Refresh Leave (3 days/year), Birthday Leave (1 day), New Year's holiday, and Condolence/Special leave.

Location

G-BASE Tamachi 5F, 5-29-11 Shiba, Minato-ku, Tokyo

- **Scope of Changes:** Headquarters, all company offices, home, or other locations permitted by the company.
 - **Nearest Stations:**
 - Mita Station (Toei Asakusa Line) - 2 min walk
 - Mita Station (Toei Mita Line) - 4 min walk
 - Tamachi Station (JR Line) - 4 min walk
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Selection Process

Application ▶ Document Screening ▶ Interview ▶ Aptitude Test (Results do not determine pass/fail) ▶ **Final Interview**

Note: The selection flow is subject to change. Interviews are conducted both online and in person.