



Job Posting: Sales Representative

Location: Ikebukuro, Toshima-ku, Tokyo, Japan

Employment Type: Full-time

The Company:

CMON (Cool Mini or Not) is a leading board game publishing company known for its high-quality tabletop games and engaging gaming experiences. With a global presence, CMON pioneers the design, development, and production of games to innovate and inspire players worldwide.

Position Overview:

We are seeking a dynamic and driven Sales Representative to join our team in Tokyo, Japan. The Sales Representative will play a role in expanding CMON's market presence and driving sales growth within the board game industry.

Key Responsibilities:

- Handle specific sales channels to be determined by the Sales Manager.
- Develop and implement sales strategies with the Sales Manager to achieve revenue targets and market penetration goals.
- Build and maintain strong relationships with retailers, distributors, and other key stakeholders in the gaming industry.
- Identify and pursue new business opportunities, including prospecting for new clients and partnerships.
- Conduct product presentations and demonstrations to potential clients, showcasing CMON's diverse portfolio of board games.
- Provide exceptional customer service and support to ensure client satisfaction and retention.
- Collaborate with internal teams to coordinate marketing initiatives, promotional events, and product launches.

Required qualifications:

- Must be based in Tokyo - Japan or nearby cities with easy access to Tokyo.
- Self-motivated and results-oriented, with a passion for board games and gaming culture.
- Native or fluent Japanese language skills.
- Basic Microsoft Office knowledge (word, excel, power point, outlook).
- Experience in Sales or Marketing, preferably minimum 3 years of experience.
- Strong interpersonal and communication skills, with the ability to effectively engage with diverse stakeholders.

Preferred qualifications:

- Proven track record of success in sales, preferably within industries related to board games, toys, collectibles, gaming or a related field.
- English level B1 or TOEIC 700 or desire to learn English

Benefits:

- 20 days of vacation at the time of hire
- Flex time system to avoid overtime
- Multicultural environment
- Commuting expenses covered
- Company discount system for CMON Games (with conditions)

How to Apply:

If you are enthusiastic about board games and have a passion for sales, we invite you to join our team at CMON. Please submit your resume and cover letter to maki@cmon.com

We thank all applicants for their interest in joining our team; however, only candidates selected for an interview will be contacted.