

Company: Spiber Inc.

Field: Textile Business Development

Location: Tsuruoka, Japan

Main tasks

Tasks in the Textile Business Development field include:

- Formulating textile sales strategies with senior management
- Formulating and presenting proposals for clients and partners, and building and maintaining trust and long term relations with them
- Providing customer feedback to R&D teams to improve products
- Drafting and negotiating contracts

Skills and experience we're looking for

Candidates who have the following types of skills and experience will be better suited for roles in this field.

- Knowledge of the textile/fiber/fashion industries (including technology, products, and processes)
- Experience in logistics (supply chain, procurement, delivery of product, customer service)
- Experience indicating ability to successfully carry out business negotiations in English
- Experience in contract drafting/negotiations and product development
- Relevant experience both in Japan and other countries
- Japanese language ability
- High level of professionalism
- A strong grasp of the internal workings of a corporation
- Comfortable with financial statements and reading and reviewing contracts
- Highly computer-literate
- Good communication skills
- Highly self-motivated
- Strong sense of ownership

Basic qualifications

- A sense of engagement and responsibility towards Spiber's projects
- The ability to commit to the team's mission
- The capacity for flexibility in the pursuit of maximizing the team's performance
- Willingness to step outside individual areas of specialization
- An appreciation for new experiences and challenges
- Ability to deliver and share our company's culture and image
- Ability to work under pressure and react to an ever-changing environment

How to apply

Please send your application documents through the application form on our website (<https://www.spiber.inc/en/join/form/>). Please select "Business Development" on the form and mention that you are applying for a role in the Textile Business Development field in the "Comments" box.