

Creating a rewarding workplace for everyone and teamwork that allows us to tackle challenges positively

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The job

Since joining the company, I have led the sales of air compressors in the Kanto area (located in the AKS Building and AO Building).

My main duties include dealing with distributors, assisting my team with their work, and organizing the budgets of our department. The air compressors are mainly for general industrial use in factories, and since these are products that consume a lot of power, we are focusing on proposing solutions that contribute to conserving energy in our customers' factories.

Achieving the ideal

We are working to improve the work environment within the company, which will lead to a change in the way we work. The working environment has changed dramatically due to the COVID-19. To adapt to this situation, I believe it is important for everyone to have a good work-life balance and maintain high motivation to do a good job. In addition to examining the content of your own work, we are actively working to promote the use of annual leave, improve work efficiency, and share work roles and duties, while giving due consideration to management care for co-members.

The challenge for the future is how to maintain high sales quality in the midst of limited working hours and less time for internal and external communication. To solve this problem, I believe it will be even more important to create the environment to not only improve the sales DX but also support the younger generation to think and act on their own.

The 10-year view

I would like to create a workplace where the current efforts to improve work efficiency and work-life balance are having a positive effect, where every employee is motivated to work, and where teamwork is formed to tackle the difficult challenges that will arise in the future in a positive manner.

